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July 26, 1971

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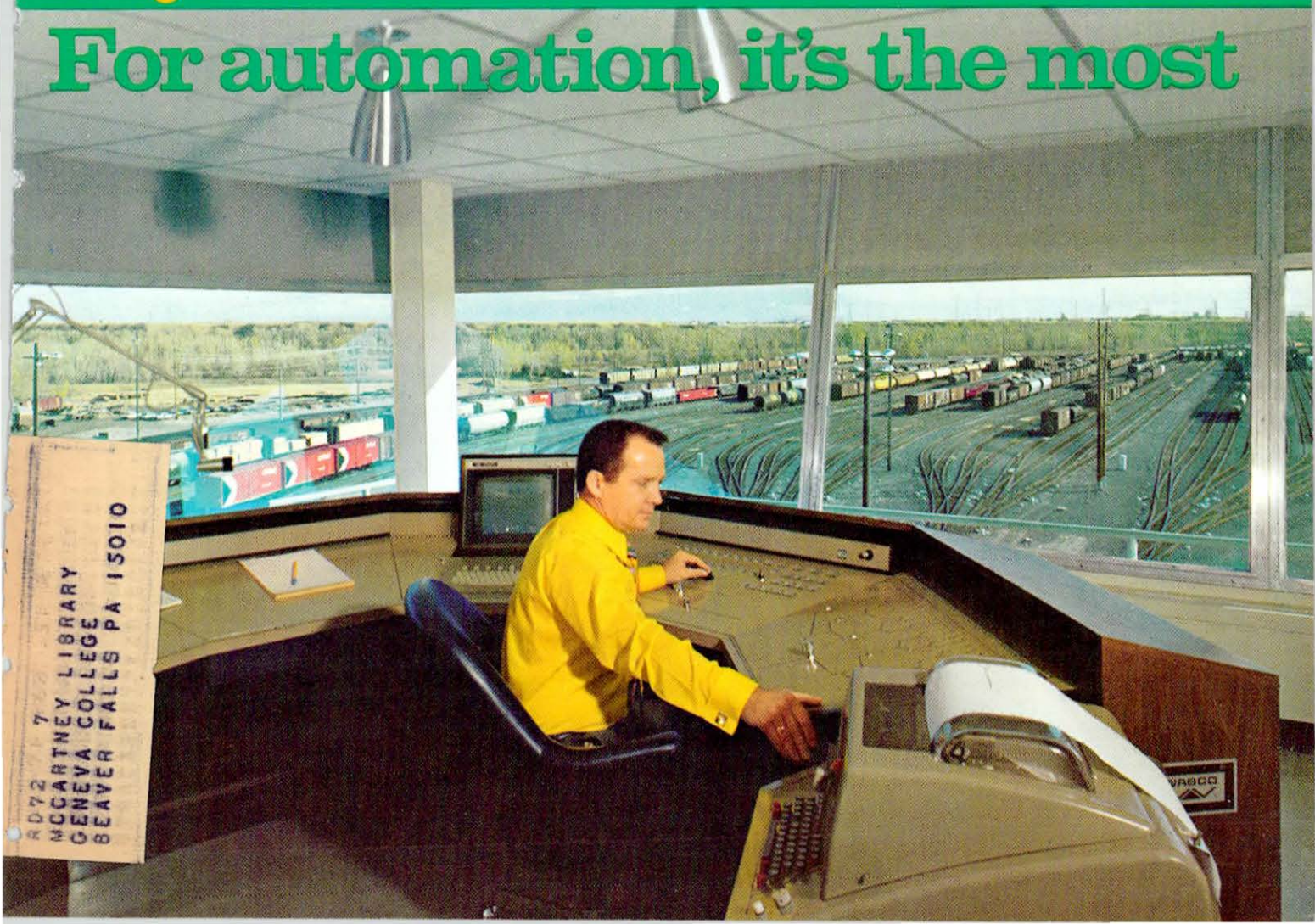

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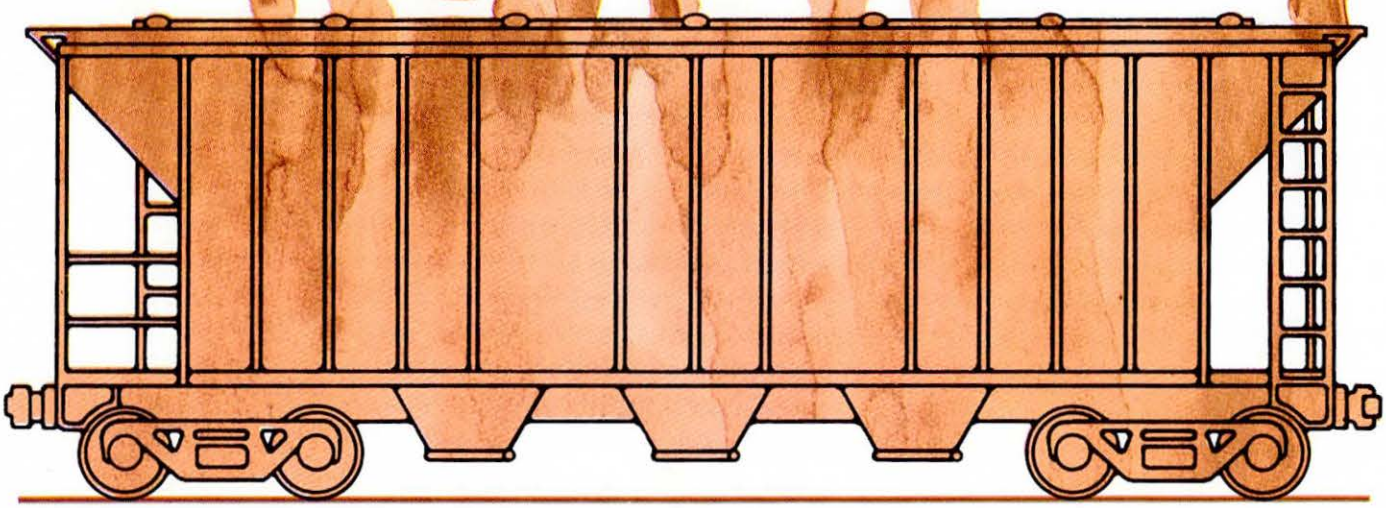

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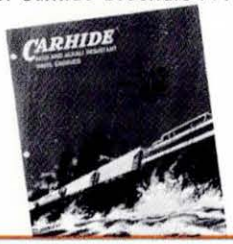

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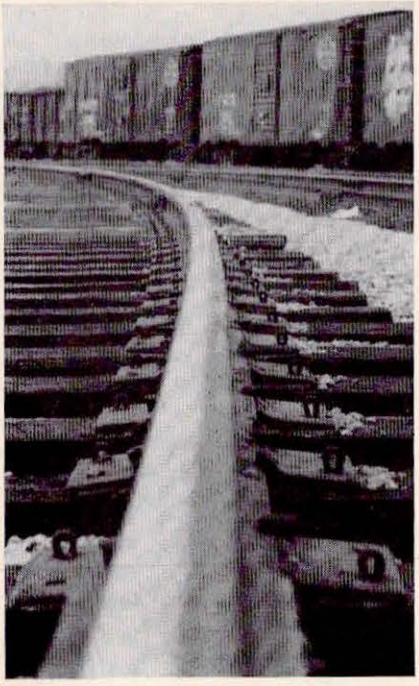

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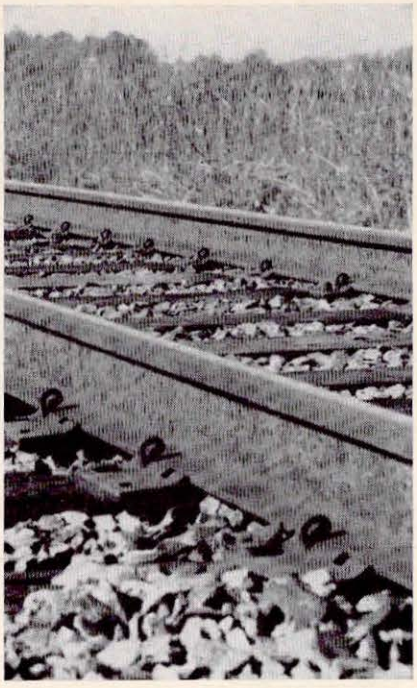
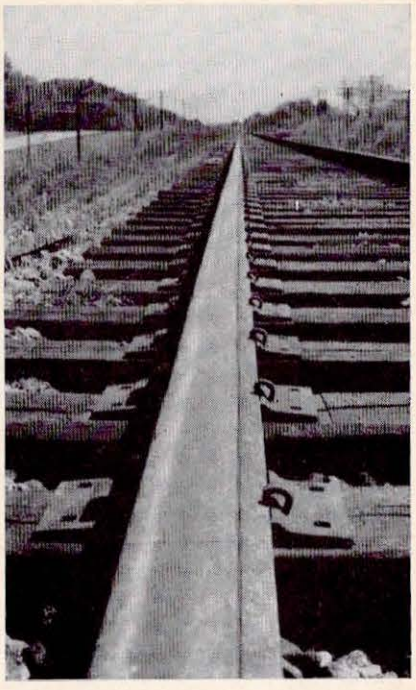


Gage lock spike

The gage lock spike is designed for use on tangent track and light curves where lateral thrust can be overcome with two spikes at each plate. The spike is offset approximately ⅛ in. at the tie-plate surface to avoid lateral thrust and wear from the edge of the rail base. There is a slight clearance between the top of the rail flange and the spike head to allow for vertical motion of the rail. Two gage lock spikes hold the plate to the tie and maintain gage and line, eliminating the necessity for frequent regaging.



Rail lock spike

The rail lock spike takes up the play between the width of the rail base and the tie-plate shoulder. The slight protrusion of the spike at the tie-plate surface binds against the edge of the rail base and forces the opposite shoulder into contact with the rail base. Thus, rail is held to true line and gage, and longitudinal movement of the rail is resisted.

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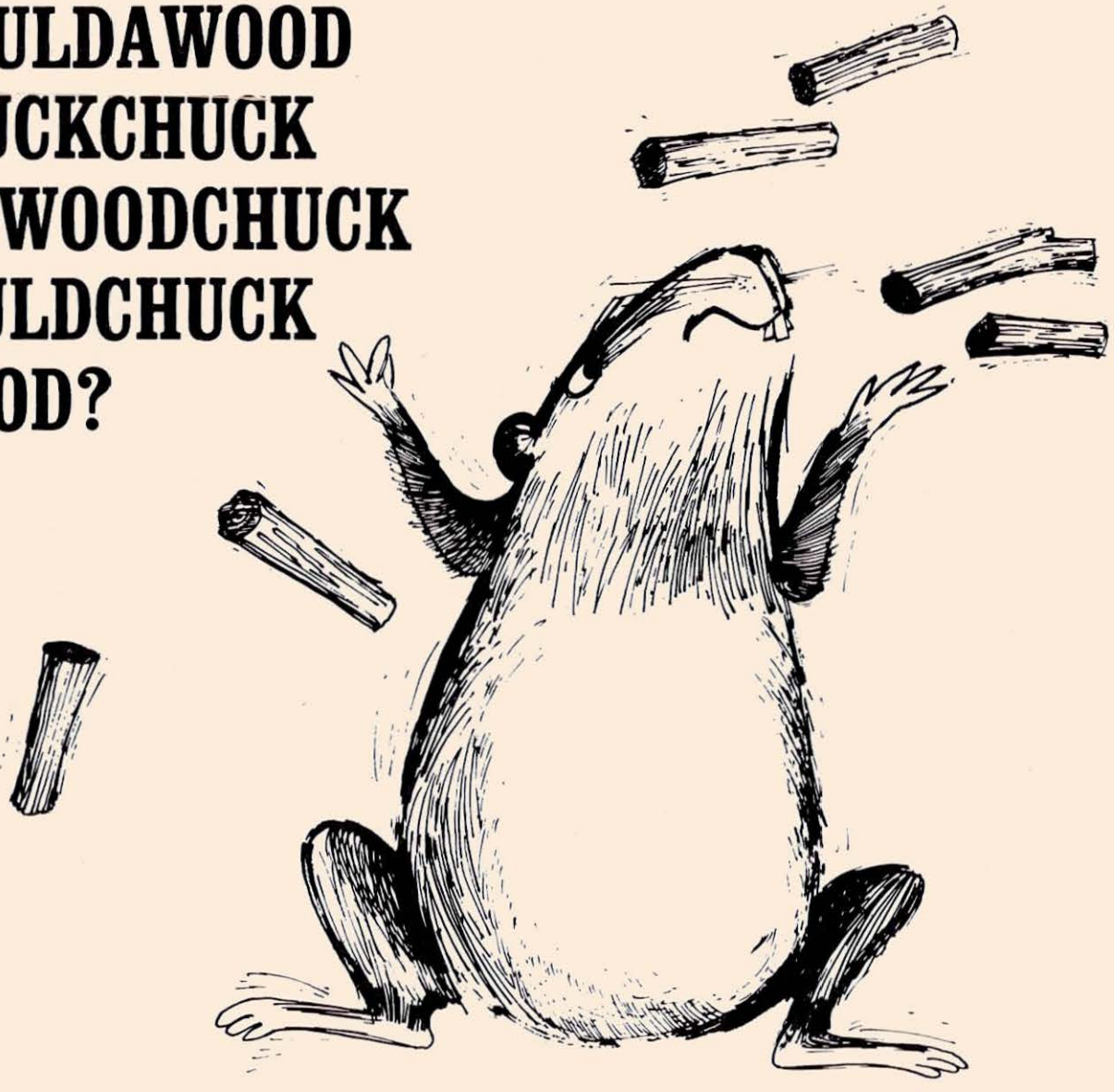

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July 26, 1971 • Vol. 171 No. 2

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Inside

LUTHER MILLER

THE WORLD IS HIS BEAT

A hotel room—in Khartoum, Baghdad, Rome, or wherever a railroad story is breaking—is more often than not the "office" of Railway Age International Editor John Levett. Last week, Levett's home-away-from-home was Moscow's Hotel Rossia (which he describes as having "6,000 rooms and no manager"). It was from that Red Square hostelry that Levett filed his report on a most unusual railway equipment show (p. 16).

A Britisher who was already one of Europe's best-known business journalists when he came to work for Simmons-Boardman several years ago, Levett is the chief editor of Railway Age's overseas counterpart, International Railway Journal. Like the editors of S-B's other railway monthlies (Fred Houser and Bob Bartley of Locomotives & Cars, Bob McKnight of System Controls, Merwin Dick and R.E. Dove of Track & Structures), Levett also functions as an associate editor of Railway Age.

With a dozen U.S. railway suppliers represented at the Moscow exposition, Levett was wearing both Railway Age and International Railway Journal hats during his stint at the Rossia. The short piece he wrote for Railway Age will be followed by a longer article in IRJ.

"I'LL TAKE 10 OF THOSE"

It was 11 years ago this summer that Publisher Bob Lewis and the Railway Age editorial staff were busily preparing the pilot issue of IRJ. The magazine, headquartered in England and printed in Holland, has flourished—partly because of the skills of such men as John Levett; and partly because railroading in Europe, Asia, Africa, Australia and Latin America is still very much a growth business.

The ultimate compliment to IRJ as an advertising medium came a few weeks ago when a U.S. railway equipment salesman called on a prospect in Spain. The Spaniard simply opened a copy of IRJ, pointed to an advertisement featuring the salesman's product, and said: "I'll take 10 of those."

CP RAIL'S MAN IN CALGARY

Senior Editor Gus Welty first met Ed Shute a dozen years ago, when Shute was CP's general yardmaster at Winnipeg. The two got reacquainted while Welty was researching this week's story on CP Rail's Calgary yard. Shute was project manager at Calgary and is now CP Rail's manager for Alberta. Says Welty: "If you were able to design and build a human being with all the qualities needed to manage people and things successfully, I'd suspect you'd come up with a fellow quite like Ed Shute." For the story behind that assessment, see p. 25. Bob Bartley's companion story on how CP is keeping Calgary and similar facilities busy starts on p. 27.

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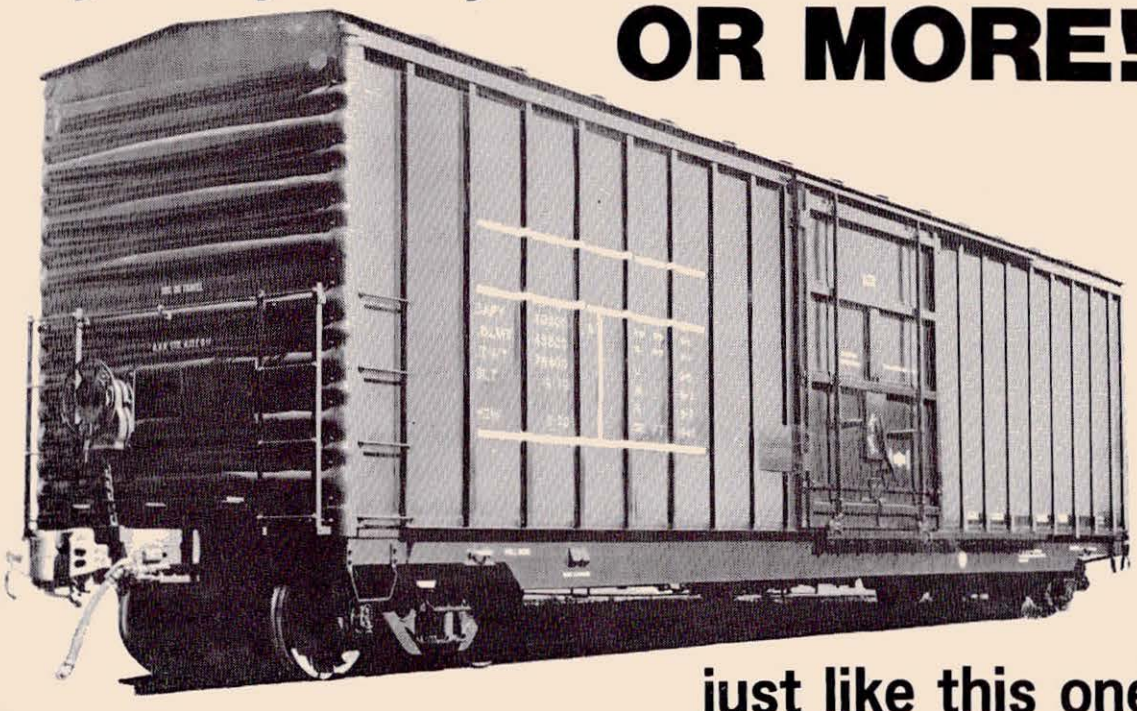

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RAILWAY AGE

July 26, 1971

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COVER

Nicholas Morant, special photographer with CP Rail working out of Banff, took this week's color cover photo in the yard office tower at Calgary.

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Short and Significant

RAILROADS

SEARCH IS ON FOR "BAD" ACI LABELS

A five-week study is under way in Chicago to determine what percentage of the ACI labels on freight cars are bad—and, hopefully to determine why they're bad. The study, which is being performed by a 20-man team under the direction of the AAR Research Center, is zeroing in on cars arriving at yards in the Chicago terminal district operated by the Belt Railway and Chesapeake & Ohio/Baltimore & Ohio. The Belt Railway yard is noted for its high traffic density, with about 4,000 of the 25,000 cars moving in the Chicago terminal each day passing through it. Information generated by the study will be used to develop methods that will assure good labels in the future, the AAR reports.

READING REPORTS SECOND-QUARTER NET

Reading Co. posted a net income of $1,330,000 in second-quarter '71 vs a deficit of $1,071,000 in the corresponding 1970 period. As a result the carrier was able to trim its first-half deficit to $1,054,000, a $3.9 million improvement over 1970. During the second-quarter revenues increased from $29.1 million to $31.8 million, while expenses dropped from $25.1 million to $24.98 million.

EASIER RAIL ENTRY INTO AIR FREIGHT?

CAB may broaden its "monitored entry policy" on air freight forwarding by Class I rails and truckers to include all such carriers. The Santa Fe and the Southern Pacific now hold temporary authority to engage in air cargo forwarding under what CAB calls a "controlled experiment." CAB in early July proposed a rule that would open up the field to carriers who could (1) demonstrate they would perform the service under CAB regulations (2) "conscientiously promote" air cargo service (3) prove that grant of authority would not create a monopoly.

HOLDING COMPANY UNDER STUDY AT BN

Burlington Northern directors have given authorization for a study of the advisability of forming a holding company which would acquire BN and "expedite the continuing development of the railroad's transportation facilities, its natural resources and its other non-transportation assets." Whatever the decision, says Chairman and Chief Executive Louis W. Menk, "Our primary effort will be to continue the development of our transportation assets so as to provide the finest possible service to the public."

BILL WOULD AUTHORIZE SALE OF ARR

Rep. Harley O. Staggers, chairman of the House Commerce Committee, and Rep. William Springer, the committee's ranking minority member, have introduced a bill authorizing the U.S. government to sell the Alaska Railroad. Divestiture of the line by the Federal government has been urged by the Nixon Administration since it took office—but prospective buyers have not beaten a path to the door of the Federal Railroad Administration. A week after the Staggers/Springer bill went into the hopper, Acting FRA Administrator Carl Lyon told the Senate Transportation Subcommittee that FRA would propose a "benefit analysis" of extending the ARR into north and northwestern Alaska. Lyon said an engineering route survey and a cost and feasibility study of the project will be completed in April 1972.

L&N SETS DATE FOR MONON MERGER

August 1 is target date for consummation of Louisville & Nashville/Monon merger, a comparative quickie in merger cases since it took less than three years from filing of application. L&N President W. H. Kendall sees a 24-hour speed-up for traffic between Chicago and the Southeast with elimination of interchange at Louisville.

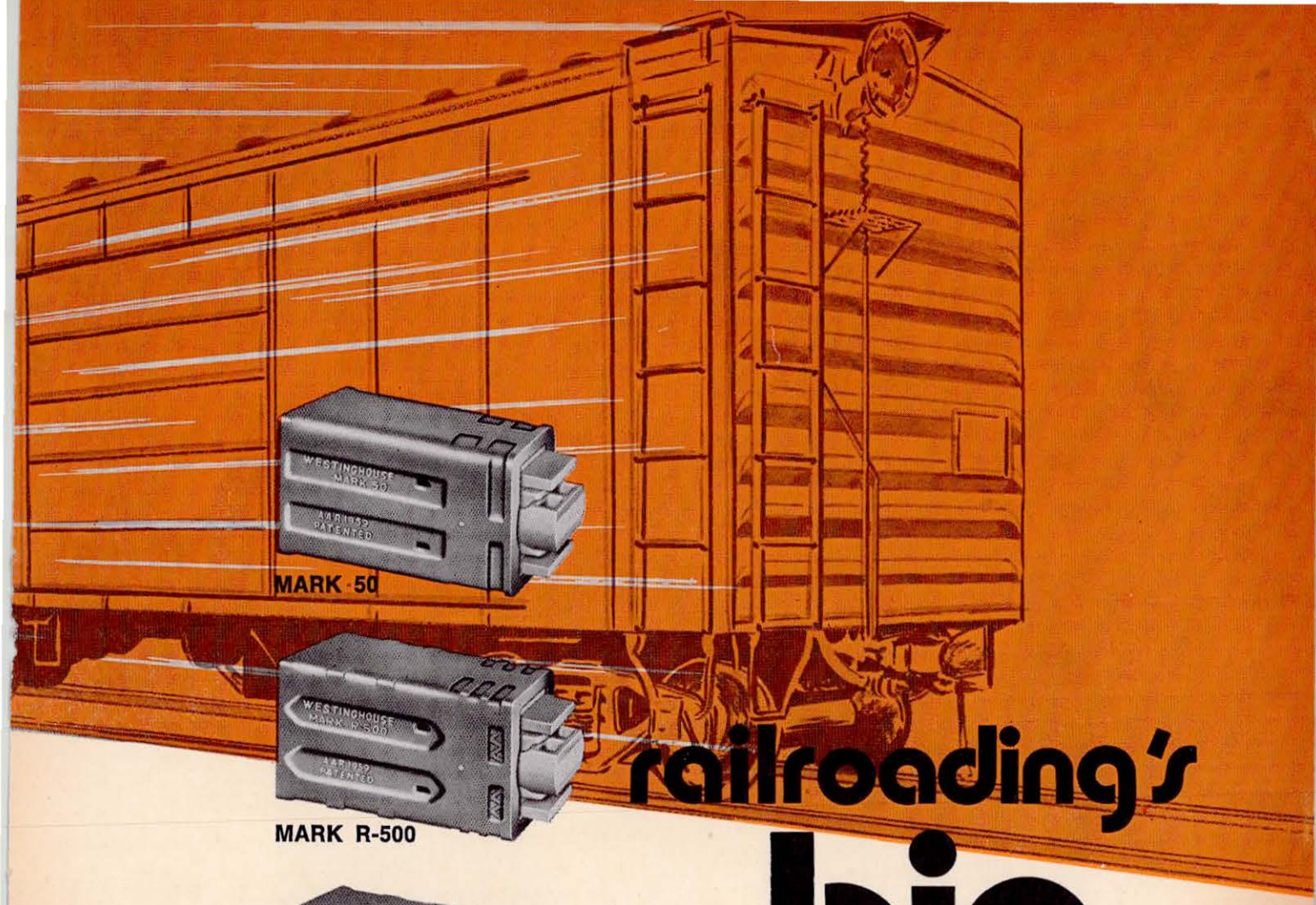
TRANSIT

GRS, WABCO WILL BID ON WMATA CONTROLS

Technical proposals of General Railway Signal and WABCO's Union Switch & Signal Construction Co. for an automatic train control system have been accepted by the Washington Metropolitan Area Transit Authority. These companies now have until August 4 to submit priced bids. A contract is expected to be awarded late in August.

PHILADELPHIA PLANS AIRPORT TRAINS

High-speed transit trains may soon be serving Philadelphia's International Airport. An airport redevelopment plan, unveiled June 18, calls for a transit link to 30th Street station, thus connecting the airport both to the city's subway rail system and its suburban rail network. At the airport, the trains will connect with a people-moving system.



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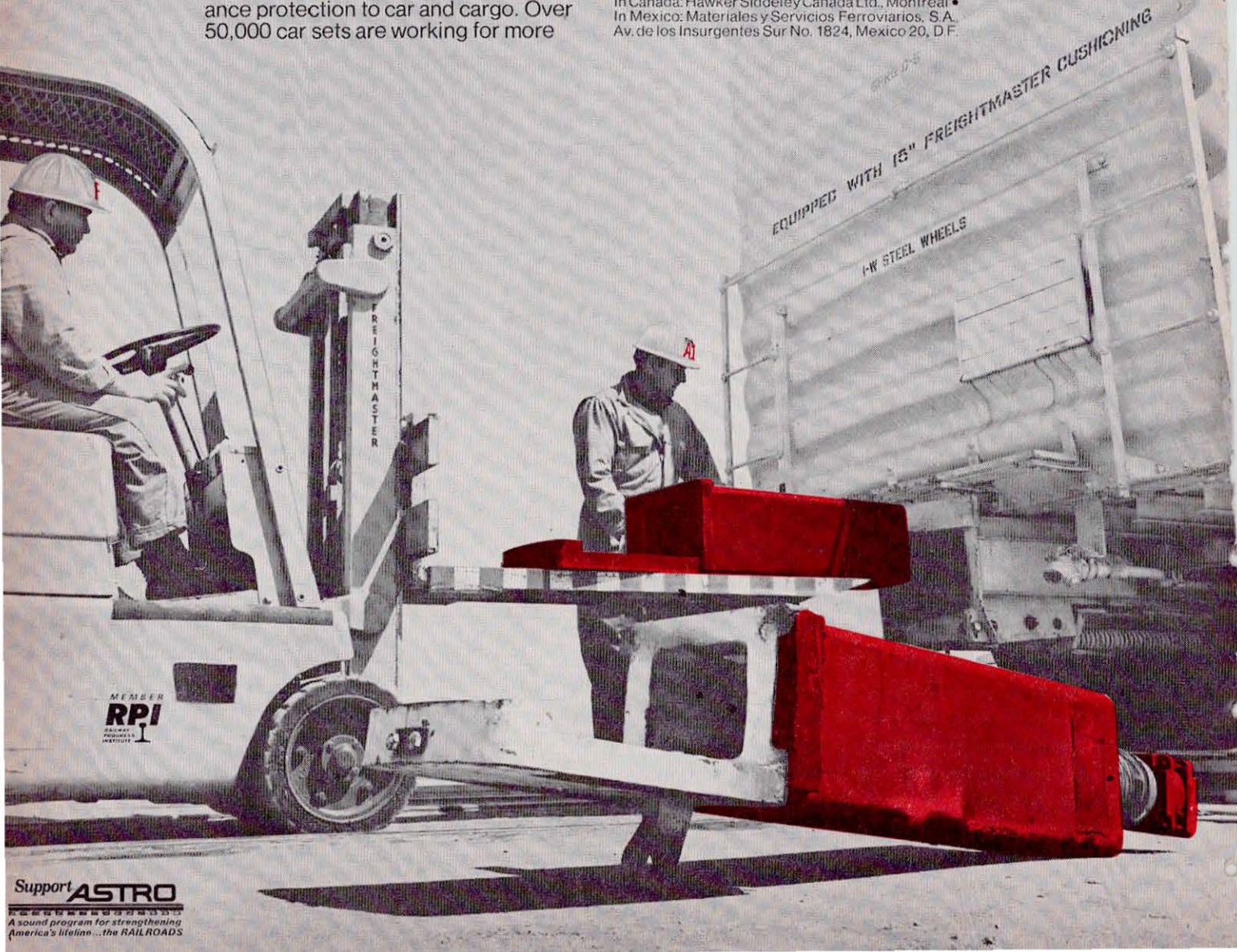

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RAILWAY AGE
NEWS

WORK RULES: Will the task-force approach provide a solution?

Even as United Transportation Union sent pickets to the lines July 16 on Southern and Union Pacific, the nation's railroads and the union were agreed on one thing: the strike need not have happened. For the next several days, they agreed on very little else. Then, along about the middle of the following week, observers began to feel a change in the atmosphere—one that seemed to offer hope for the eventual final resolution of the underlying work-rules issues.

By this time, of course, Southern and UP were shut down, Norfolk & Western and Southern Pacific were working against a July 24 strike deadline; Santa Fe, three U.S. Steel roads and two terminal lines were under the gun for July 30; yet to be measured was the impact of a separate—and far-reaching —Chicago & North Western/UPU pact.

As the UTU's initial strikes went through their first week, reports had indicated progress was being made in the C&NW/UTU talks. And in the most guarded, cautious, off-the-record terms, sources close to the national action spoke of a possible task-force approach to the work-rules problem—an approach which would first seek settlement through agreement but one which would provide for ultimate resolution in the event agreement proved impossible. Government would be the third force in a tripartitite task-force group, along with railroad and union representatives.

Meanwhile, there were a number of other vibrations. During Strike Week I, with UTU's broadening of its selective strike list, there was speculation that the union would also rotate its walkouts —thus trying to avoid the situation which it would create if UP, SP and Santa Fe were all down at once. Despite the new pressures UTU was threatening to apply, Congress was maintaining a hands-off attitude—though some observers were guessing that if Congress were finally forced into action, that action might go well beyond the one-shot legislation which had been rushed through on several occasions to deal with past rail-strike situations.

In the flurry of charges and counter-charges that followed July 16 (see p. 15), the carriers and UTU found something new, or at least additional, to dispute—"non-recrimination." It was UTU's position that, when settlement comes, employees should be made whole financially and otherwise, as if the carriers had not exercised their legal right to promulgate revised work rules. UTU called this a "minor issue . . . a common provision of every strike-ending contract." The National Railway Labor Conference called it a "blockbuster . . . completely unacceptable," and added that the railroads "have absolutely no intention whatsoever of bowing to any such unreasonable demand."

So matters stood, in Strike Week I. The most encouraging factor: The parties were finally talking rather than shouting.

CNJ and unions agree to try to agree

Rail management/labor affairs are not exactly overrun with efforts to get along for mutual benefit. But the bankrupt Jersey Central and the brotherhoods are making a new effort that may turn out that way. Essentially, the railroad and the unions are setting up a joint labor/management committee which will supervise the work of five joint task-force groups. Task-force assignments are to be in the areas of "operations/service, getting new business, improving track and roadbed, refurbishing equipment, and establishing a program of employee work and profit-sharing incentives."

A joint statement indicated that the railroad/union agreement "allows the bankrupt line . . . to scrap traditional procedures." Some press reports interpreted this to mean that work rules were being scrapped—an interpretation quickly laid to rest by union sources. What the pact really means, apparently, is that Jersey Central and its employee organizations have agreed to get together to try to work out a number of pressing problems facing the carrier.

Over the long run, however, the agreement could have substantial importance—to CNJ and possibly, by extension, to the industry as a whole. Jersey Central President Thomas J. Smith says his road is an ideal subject because "we have all the problems of major Class 1 carriers . . . . Yet we are small enough to monitor and measure the run-out effect of individual changes. This is an ideal laboratory situation for a rail/labor experiment." The task-force effort, company and unions added, "will be monitored by DOT to assist in measuring the results."

With the announcement of the agreement, the joint committee also set up the first task force, "to deal immediately with CNJ's need for streamlined operations and better service." Further, the company/union statement said, "The agreement implements for the first time anywhere in the United States a highly important but little-noted report presented to President Nixon last month. The so-called task force reports were the result of an intensive one-year study by top rail management and labor, nationwide, into methods of updating rail operations. The report to the President offered specific recommendations upgrading track and roadway conditions and eliminating unnecessary terminal delays. These are critical problems on the New Jersey line."

The joint-approach idea, the statement said, came from CNJ Trustee Robert D. Timpany, who began discussing it with union officers last February. And CNJ President Smith offered this as a summary of what it's all about: "We must cut through red tape in every direction and engage ourselves and our employees in a strenuous effort at self-help. We deeply appreciate the understanding, significant help and the top-level cooperation we are receiving from responsible parties."

←Circle 6 on coupon page 39

The ACI Scanner

Last issue I described how we've moved ACI Systems Corp Scanners *where the action is* . . . to permit highly sophisticated service evaluation, or *status change* functions. Here are just twenty-one of these action concept applications made possible by ACI Systems Corp Scanners and which are currently operational or proposed:

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Circle 12 on coupon page 39

"Spirit of '76" takes to the road

Seaboard Coast Line's newest locomotive is—in the words of President W. Thomas Rice—"a traveling billboard promoting the sound virtures of national pride and patriotism." Painted red, white and blue, the General Electric unit carries the number "1776." A full color rendering of the flag appears on each side of the locomotive; the Great Seal of the United States is displayed on the front and sides.

"The Spirit of '76" was unveiled in dedication ceremonies at Jacksonville, Fla., on July 13. Further ceremonies are scheduled for Richmond, Va., on Aug. 3, with Virginia Gov. Linwood Holton as principal speaker.

The locomotive will be withheld from regular service for several weeks during a tour of southeastern cities. Then it will be placed in transcontinental freight service.

Amtrak fills operating, public affairs posts

Amtrak reached into New York City's Metropolitan Transit Authority July 16 to pick Harold Wanaselja as its operating vice president. At the same time, Amtrak President Roger Lewis confirmed the long-expected appointment of Edwin E. Edel as vice president for public affairs. Edel has been serving as public affairs director for the Federal Railroad Administration.

Wanaselja, 41, has had the title of chief of project management with New York's MTA since 1969. Before that, he was a transportation engineer for MTA. He served previously with the Tri-State Transportation Commission.

Edel, who joined the FRA in 1967, has been involved in planning for Amtrak since its very conception. He served with the Association of American Railroads as a special representative from 1961 to 1967. Robert F. Coll has been named acting public affairs director at FRA.

WANASELJA

EDEL

Eight roads win NSC safety awards

National Safety Council 1970 Employees' National Safety Awards go to eight railroads—Santa Fe, Southern, Cotton Belt, Duluth, Missabe & Iron Range, Bangor & Aroostook, Canadian Pacific (lines in Maine), Union and Kentucky & Indiana Terminal. NSC also named 16 roads as winners of its Public Safety Activities Awards—Santa Fe, Burlington Northern, Canadian National, CP Rail, Chesapeake & Ohio/Baltimore & Ohio, Milwaukee Road, Duluth, Missabe & Iron Range, Illinois Central, Norfolk & Western, Penn Central, Frisco, Cotton Belt, Seaboard Coast Line, Southern Pacific, Southern and Union Pacific.

Chicago may go for more "Highliners"

The Chicago South Suburban Mass Transit District, now taking delivery of a $40-million fleet of 130 double-deckers for operation on the Illinois Central commuter lines in Chicago (RA, April 12, p.22), is taking the initial steps to get more cars.

Proposals are being obtained from engineering consultants who will assist the district trustees in determining future equipment needs. CSSMTD wants to determine the car needs for handling the current commuter volume as well as the projected ridership as of Dec. 1, 1972, and each year thereafter for the next five years.

Even when all 130 of the new "Highliners" are in operation, IC estimates that 40 cars from its existing 45-year-old commuter car fleet will have to remain in service to handle the passenger volume. CSSMTD not only wants to get all these older cars out of service, but also wants to have a sufficient number of new cars to meet an expected rider increase if IC extends its main commuter line deeper into the suburbs.

Canadian roads file incentive rates

Twenty-two railroads operating in Canada, including Canadian National and CP Rail, have filed new tariffs with the Canadian Transport Commission providing rate increases ranging from 3% to 6% for most freight, effective Aug. 23. At the same time, incentive rates will be introduced which the Railway Association of Canada says "could mean major savings for shippers of general merchandise."

The incentive rates will apply to all additional traffic loaded above the 30,000-pound basic carload weight. Between 30,000 and 60,000 pounds, all additional traffic loaded into one car will be charged at a rate "substantially" below the basic carload rate. Above 60,000 pounds and to the weight limit of the car (generally about 120,000 pounds), a further reduced rate will apply. In certain instances, these rates could be as low as 50% and 30% of the basic carload rate.

As for the rate hikes, the association said they are designed to have a substantially lower impact as the length of haul increases. They are expected to beef up total freight revenues by 1.5% a year.

Watching Washington

REID BEDDOW

BICENTENNIAL PLAN REVIVED

Again under active consideration in Administration circles here is a $1.5 billion plan to link major Eastern cities with upgraded track capable of carrying high-speed passenger and freight trains by 1976—just in time for celebrations commemorating the 200th anniversary of the Declaration of Independence. The plan, first proposed with a price tag of $5 billion by a group of MIT architects, won the tepid endorsement a year ago of the American Revolution Bicentennial Commission. What's new is that DOT/FRA now has pronounced the plan technically feasible, emphasized freight service as well as passenger, and pared the cost down to $1.5 billion. Now it's up to the Bicentennial Commission formally to recommend the plan to President Nixon. If his Office of Management and Budget goes for proposals to underwrite the cost of upgrading individual railroads by government grants and guaranteed loans, then Mr. Nixon will ask Congress for enabling legislation. That could be a strong likelihood if Congress doesn't buy a forthcoming Administration proposal to create a Railroad Trust Fund for roadway maintenance through imposition of a 2% waybill tax, which will add about $500 million annually for roadway over and beyond that which railroads now spend. The Bicentennial $1.5 billion would be spent straightening curves, improving roadbed, and eliminating grade crossings on a Boston-to-Miami line over PC, RF&P, and SCL track. Such an upgraded line could cut Boston-New York TurboTrain time from four to three hours and New York-Washington Metroliner time from three to two hours. South of Washington, trains could travel 70 mph, compared to the present 40 mph average.

TAX CREDIT IF . . .

Rep. Wilbur Mills, whose word on taxation is law in Congress and thus elsewhere, did indeed come out publicly for reinstatement of the investment tax credit on July 16, as predicted. (Though he did not specify at what percentage level.) The tax aid would, he said, "tend to be anti-inflationary in the long run" because it would boost the money available to corporations from inside sources, thus reducing their borrowing costs. But as conditions for this business tax reduction, plus relief for low-income individuals, Rep. Mills said two things were necessary: wage and price controls and a lid on Federal spending. Neither condition is at all favored by President Nixon or his economic advisers, so it may be there will be a head-on clash between Congress and the Administration over the whole realm of economic policy. Sources close to Mills underscored his determination to do something to stimulate the economy—and do it quickly.

CORRIDOR SLUMP LAID TO AMTRAK STARTUP

Penn Central reports that the number of passengers on the Northeast Corridor run dropped 9.2% during June. One PC officer attributed the decline to the attendant confusion of Amtrak's startup and a consequent slack in normal charter fares—high school trips and such.

LASHLEY

TAYLOR

PC: Emphasis on public affairs

William J. Taylor last week was named legislative counsel to the trustees of the Penn Central. He assumed immediate supervision of the Washington office of the railroad's public affairs department, reporting directly to the trustees. PC's announcement said Taylor would continue his duties as vice president-governmental affairs for Illinois Central Industries and vice president-executive department of Illinois Central, with offices at 1725 K St., N.W., in Washington.

At the same time PC President William H. Moore announced the appointment of William A. Lashley as vice president-public affairs. Lashley, formerly vice president-public relations, will now be responsible for governmental liaison at the state and local levels, as well as for public relations and advertising.

Taylor began his business career with the former Pennsylvania Railroad; he subsequently served with REA Express, first as general counsel and later as president, before joining IC in 1969.

Amtrak "loses" 17 trains to PC

ICC has ruled that Penn Central passenger trains between Philadelphia and Harrisburg, Pa., are not inter-city rail passenger service under the meaning of the Amtrak (National Railroad Passenger Corporation) Act.

Seventeen trains are affected by the ruling, in which the Commission split widely, with some commissioners concurring with hesitation, and others dissenting in part.

Specifically, ICC found that the 17 600-series trains fell under the six criteria defined by the Amtrak Act as constituting commuter or short-haul service: patrons traveled on a regular basis within a metropolitan area and its suburbs, peak travel periods, reduced

Hartke gets intermodal package; DOT proposals are cleared

The outlook for early action on railroad assistance proposals could best be described last week as cloudy, with some bright spots. There were these developments in Washington:

— AAR President Stephen Ailes and American Trucking Associations President William A. Bresnahan, with a waterways representative, went to the Senate July 13 and give Senator Vance Hartke (D.-Ind.), chairman of the Surface Transportation Subcommittee, their joint program for aiding U.S. transportation (RA, July 12, p. 22). The meeting was a short one—only 10 minutes. Industry sources said the modal leaders hoped to have legislation embodying their proposals introduced by Senator Hartke and by Rep. Brock Adams (D.-Wash.), a staunch friend of labor, very shortly. There was some doubt, however, that Hartke would want to put his name to any bill repealing the agricultural exemption, which is one of the provisions in the intermodal agreement.

— DOT Under Secretary James A. Beggs told Railway Age the intermodal proposals would "help, but not expedite" the Administration's own set of deregulation and rail assistance proposals. He said these definitely would be introduced before Congress recesses for a month on Aug. 6. The White House's Office of Management and Budget cleared the proposals after lengthy debate. The White House eliminated one proposal that would have permitted easier entry into trucking. This would have been accomplished by revoking an ICC regulation that says a new motor-carrier certificate cannot be awarded if the service to be offered is already being provided by another motor carrier.

One DOT source said the White House, having approved the package, was now debating whether to have the proposals formally sent to Congress by President Nixon, which would give them considerable added prestige; or whether DOT Secretary John A. Volpe should present them, possibly at hearings before the Senate Surface Transportation Subcommittee on July 27, 28 and 29. These hearings nominally will deal with the subcommittee's investigation of Penn Central.

Meanwhile, some Congressional sources said the intermodal proposals presented to Senator Hartke appeared to "pander" to the ICC. They cited, for example, the provision that would send ICC budgets directly to Congress and not through the OMB. These sources said the intermodal proposals, balanced between motor-carrier fear of deregulation and the railroad need for liberalized abandonment proceedings and elimination of below-cost rates, gave evidence of carrier interest in preserving the status quo. They said the intermodal proposals could run up against the wall of hostility that exists in Congress towards the ICC. Senator Hartke, in particular, has directed withering criticisms at the Commission.

In another and potentially significant development, Senate Commerce Committee Chairman Warren Magnuson (D.-Wash.), joined by 17 other Senators —including four possible Democratic Presidential nominees in 1972: Jackson, Kennedy, McGovern and Muskie— introduced a bill (S. 2279) providing for expenditure over the next five years of $7 billion to create coordinated regional transportation systems.

This bill is the creature of Senators Magnuson and Hartke, who have repeatedly and strongly backed the creation of regional transportation commissions to plan and develop a "balanced" national transportation network.

Specifically, their bill would:

— Designate, through DOT, transportation regions consisting of states, urban areas, or parts thereof.

— Create for each area so designated a "Regional Transportation Commission" for which Federal operating funds would be available.

— Authorize expenditures of $200 million this fiscal year, $750 million in fiscal 1973, and $2 billion each year through fiscal 1976.

Serving on each regional commission would be one DOT representative, one state representative, one representative from each metropolitan area of over one million population, and one from each urban area of 200,000-to-one million population. Decisions would require the affirmative vote of the Federal member and a majority of the non-Federal members.

The regional commissions would (1) formulate plans, surveys and studies, (2) construct new transportation systems and facilities, (3) perform research and development for "immediate improvement," "high-speed proto-

multiple-ride tickets, stops at short intervals, and use of ordinary equipment.

With respect to the sixth criterion—service extending not more than 100 miles at most—ICC said the distance (103.2 miles in all) was a back-to-back commuter commuter operation joined at Lancaster, Pa., extending 67.9 miles westward from Philadelphia, and 35.3 miles eastward from Harrisburg.

ICC Chairman George M. Stafford, though concurring, said the ruling is "certain to cast a shadow" over Amtrak.

PC has operated the trains since May 1 under a contract with Amtrak, which designated the 17 trains as part of the Amtrak route system. The ICC decision presumably reverts the trains to PC, which earlier this year was ordered to operate the trains, even if discontinued by Amtrak, by the road's bankruptcy court.

types," and demonstration projects for high-speed intercity passenger and "any other transportation systems essential to the needs of the affected area," and (4) prepare legislative recommendations for both long-range and short-range programs and projects for Federal, state and local enactment.

Transportation observers in Washington regard the measure warily. Obviously capable of differing interpretations, the bill at first glance seemed anti-highway, pro-high speed surface passenger service, but having little to do with the movement of freight. In the eyes of some, the regional commission concept could lead to piecemeal nationization.

The plan seemed anti-Amtrak, pro-TACV and rather vague as to specifics: could funds be allocated for a new bridge, a deepened waterway, a strengthened rail right-of-way?

All observers were agreed, however, that Magnuson and Hartke were very much beyond the measure, perhaps as a capstone to Magnuson's career.

Magnuson himself had this to say to the Senate in introducing the bill:

"The movements of people and goods are not confined to, or defined by, arbitrary boundaries of states, yet transportation problems are too localized, too myriad, and often too complex to admit of national solution. . . . Government must . . . find solutions that meet local needs through the application of national goals."

A similar bill was introduced in the last Congress. It was allowed to fade away after some rather diffuse testimony. Present indications are that the new bill will be more strenuously pushed by the Congressional hierarchy.

Lines on Labor

GUS WELTY

UTU DECLARES "WORD-WAR"

There was strong temptation to pick up the phone, call Cleveland (216-228-3000) and make one brief comment: "Fellows, this is a labor dispute—not World War III." To be sure, in the heat of management/labor combat, it's sometimes easy to get carried away. Words are weapons and hyperbole is the howitzer in the arsenal. But sometime, in some fashion, all labor disputes come to an end, and the combatants have to start living and working together again. And all the pious talk about "nonrecrimination" notwithstanding, if somebody has spent a couple of weeks calling you names, it takes a while to forget.

WHAT IT'S ALL ABOUT—IN THE WORDS OF UTU

The United Transportation Union's view of its ongoing dispute with the railroads is something to behold. For instance, did you know that on July 16 "railroad operating employees became pawns . . . in a deadly move by the nation's carriers to beat them into submission and involuntary servitude"? Were you aware that the railroads were making an "obvious effort to establish a gestapo-type atmosphere and thereby inflame beyond controllable limits the employees who operate the trains"? Did you realize that what the railroads have done "wipes out over 100 years collective bargaining benefits"? Had you heard that the railroads were embarked on a "vendetta"? Did you know that recent railroad tactics were intended "to drive all issues to Congress and to drive collective bargaining to hell"? And did you know that the whole railroad/UTU mess is a "needless confrontation"?

IN THE WORD WAR, HOW WILL RAILROAD PEOPLE REACT?

It's interesting—and it might even be profitable—to speculate on what the average employee might be thinking, if indeed he bothers to read what UTU is putting out. Quite possibly, average employee's first thought might be "How in heck did I ever get mixed up with such a despicable business?" Then, maybe he might start looking around—comparing what he knows and has known about his employer and his job with what UTU is now saying. And, just possibly he might decide that what he knows doesn't jibe with what UTU says. He might start wondering about a lot of things. He might even raise a few questions with his organization leadership.

AND WHAT WILL THEY BELIEVE? AND WHY?

In the wake of the current unpleasantness, the professional management/labor types will probably readjust quickly, because they are professionals. The pro's can shout across the table at each other all day and spend the evening together over a friendly beer. It's the non-pro's you worry about—the hundreds of thousands of people in the industry who have to trust in second- or third-hand sources to tell them what's happening and what it means. Pretty much on their own, they have to sort out fact from fiction, right from wrong. But railroad people are pretty bright. You have to have confidence that they can do the sorting, recognizing that what's coming out of UTU is just part of the "game," part of the war of words. It is—isn't it?

A Russian market for U.S. rail suppliers?

Moscow

Moscow's first international railroad equipment show was smaller than most exhibitors had expected. But it turned out to be no less interesting for that.

Held July 1-20 near Soviet Railways' test track at Sherbinka station, about 20 miles south of Moscow, it gave western suppliers their first opportunity of showing their equipment—and demonstrating it—to Soviet railroad experts on their home ground.

The experts—specialists from every branch of Soviet Railways—turned up in droves every day. And talk of contracts was in the air even during the first few days of the show.

A dozen North American suppliers were represented—Abex, Kershaw, Tamper, Holland, Railweight, Magnaflux, Whiting, Computer Indentics, Ernest Holmes, CAE (simulators), BARCO, and the Cleveland Technical Center.

• **Opportunities.** Leo Welt, president of Welt International, representing the U.S. companies as well as Lukas (Germany), told me: "This kind of small, specialized exhibition offers more opportunities than many broader-based international shows.

"The business climate for U.S. companies is much better than it was. And there's been keen interest from Soviet specialists in every thing we have to show."

Frank C. Lee, of Abex, agreed: "For us this has been a very interesting and worthwhile show. I'm very happy we participated."

Japanese exhibitors were equally pleased. Yoshikazu Kosakai, export chief of Koyo Seiko, said: "We came here to sell, and I'm sure we'll do just that."

At the British display—which took up the whole of one side of the three exhibition halls—salesmen and engineers were kept busy right through the show answering serious and searching questions. Several were expecting firm orders before the show wound up.

Ian Bell, export manager of Stone-Platt Crawley, expected to clinch at least one deal, for 30 sets of ultraviolet water sterilizers, one set of locomotive cab air conditioning and a Snogard switch heater—all for evaluation by Soviet Railways. Stone-type air conditioning has already been fitted in hundreds of trainsets supplied to Russia by Hungary's Ganz Mavag.

• **Big market.** Huge size of the potential Soviet market for rail equipment was indicated by Railways Minister Boris Beshchev, opening the show July 1. He told an audience of exhibitors and specialists: "The Soviet Union now accounts for almost 50% of the world's rail shipments—and 90% of our freight is hauled by either diesel or electric traction."

Though Soviet visitors displayed most interest in the exhibits from other countries, many of the exhibitors themselves took time off to look at the impressive display of Soviet locomotives and cars.

On show was a 6520 kW (8750 hp) electric locomotive with thyristor control, built at the Novercherkassk plant; a 125-ton-capacity gondola car; a five-car machine-cooled refrigerator train; a two-tier automobile transporter; and four diesel locomotives, including a two-unit machine rated at 6000 hp.

The new electric (designated VL 80^t), designed for a.c. operation, is equipped with a semiconductor silicon rectifier. It has eight traction motors (each 790 kW) and Bo-Bo wheel arrangement.

Prototype of the 125-ton gondola car was first shown some years ago. The one shown at Sherbinka is the first of a long series now being built at the Ural Car Works for operation on Soviet lines.

The car body is mounted on two four-axle articulated trucks fitted with roller bearings. More than 66 ft long, the car has 22 discharge hatches. Tare is 43.3 tons.

17 autos on one railcar

The auto transporter will take 17 small Moskvitch cars—seven on the lower deck and 10 above—or eight Volgas. Car ends can be lowered to form bridge plates, so that autos can be driven from one car to another. Body length is about 68 ft.

All four diesels shown were with electric transmission. Most recent designs appeared to be the 3000 hp TE 109, and the two-unit 2 TE 116. Each unit of this machine has 3000 hp output and service weight of more than 130 tons.

• **Comecon suppliers.** Suppliers from the Comecon (eastern) block were naturally well in evidence. Biggest displays were from East Germany's Transportmaschinen and Poland's Kolmex—both state-owned trading organizations. Only Rumania was absent.

Czechoslovakia's Skoda locomotive plant showed a new 5000 kW electric locomotive in the CS series. About 240 have been sold to the Soviet Union.

With a design speed of 112 mph, it has a maximum service speed on Soviet lines of 100 mph. Designed for express passenger service, it has a service weight of 126 tons. Maximum starting tractive effort is 31 tons.

Force of the rheostatic brake is controlled so as to keep it in relation to the force of the pneumatic brake. Control elements of the rheostatic brake include a separate braking controller and a pressure converter, providing steering voltage for the regulator of the thyristor-controlled regulator.

Kolmex showed three locomotives—one switcher and two line units—as well as a six-axle dump car, a four-axle ballast car, and a four hopper car for transporting powdered cement.

Chief of the Kolmex exhibition told me: "We've been supplying cars like this to Soviet Railways for a long time. Now they've come along with a strange request, but one I'm sure we'll meet.

"They want us to design a hopper wagon like the cement one here—for transporting flour."

Content with showing only models of a diesel-electric six-car trainset and a diesel-electric locomotive on their modest stand, Ganz Mavag (Hungary) representatives went into Moscow on the second day of the show to sign a contract with Russia's Machinoimport company.

It covers the supply by Ganz of 30 four-car diesel trainsets, and spare parts for switching locomotives worth nearly $3 million.

• **Other exhibitors.** A total of about 800 exhibits from 15 countries—other than the Soviet Union—were displayed at Sherbinka. Other suppliers included Fiat from Italy—with one of the largest single displays from the West—SACM from France, Sumitomo and Nippon Seiko (Japan), Valmet and Lokomo (Finland), Plasser (Austria) and SKF (Sweden).

Fiat's engineer commented: "We're already building an automobile plant here in Russia. So maybe they'll be interested in a railcar plant too. In this market we can't lose—and there's a lot to be gained."

That just about summed up the mood of optimism felt by most suppliers. Whether it will be justified by deals remains to be seen.

John Levett

10,500 miles of track meant a lot to you last year. This year it means even more.

We made some changes!
Last year we added eleven new western gateways for the interchange of traffic with the Burlington Northern... Fargo and Linton, N.D.; Miles City, Judith Gap, Great Falls, Bozeman, Butte and Missoula, Mont.; and Spokane, Seattle and Tacoma, Wash.

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What else is new?
This year we can give you the benefit of direct line service between Chicago and Portland, Ore., as well as a north-south route between Portland and Canada.

Let's work together!
We are pleased to offer these new services to you. And we invite you to discuss them with our Sales Representatives, and ship farther on *America's resourceful railroad*.

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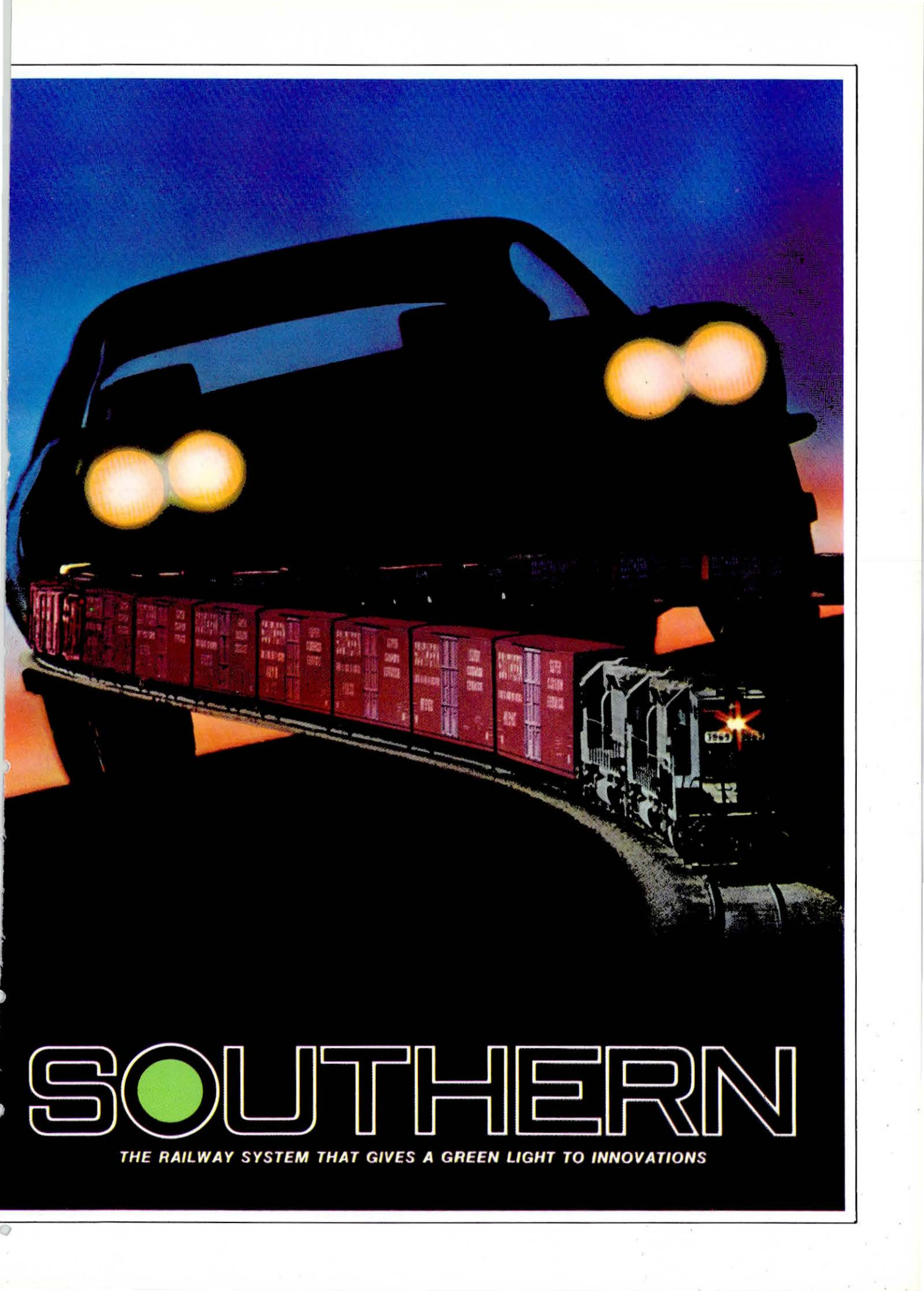
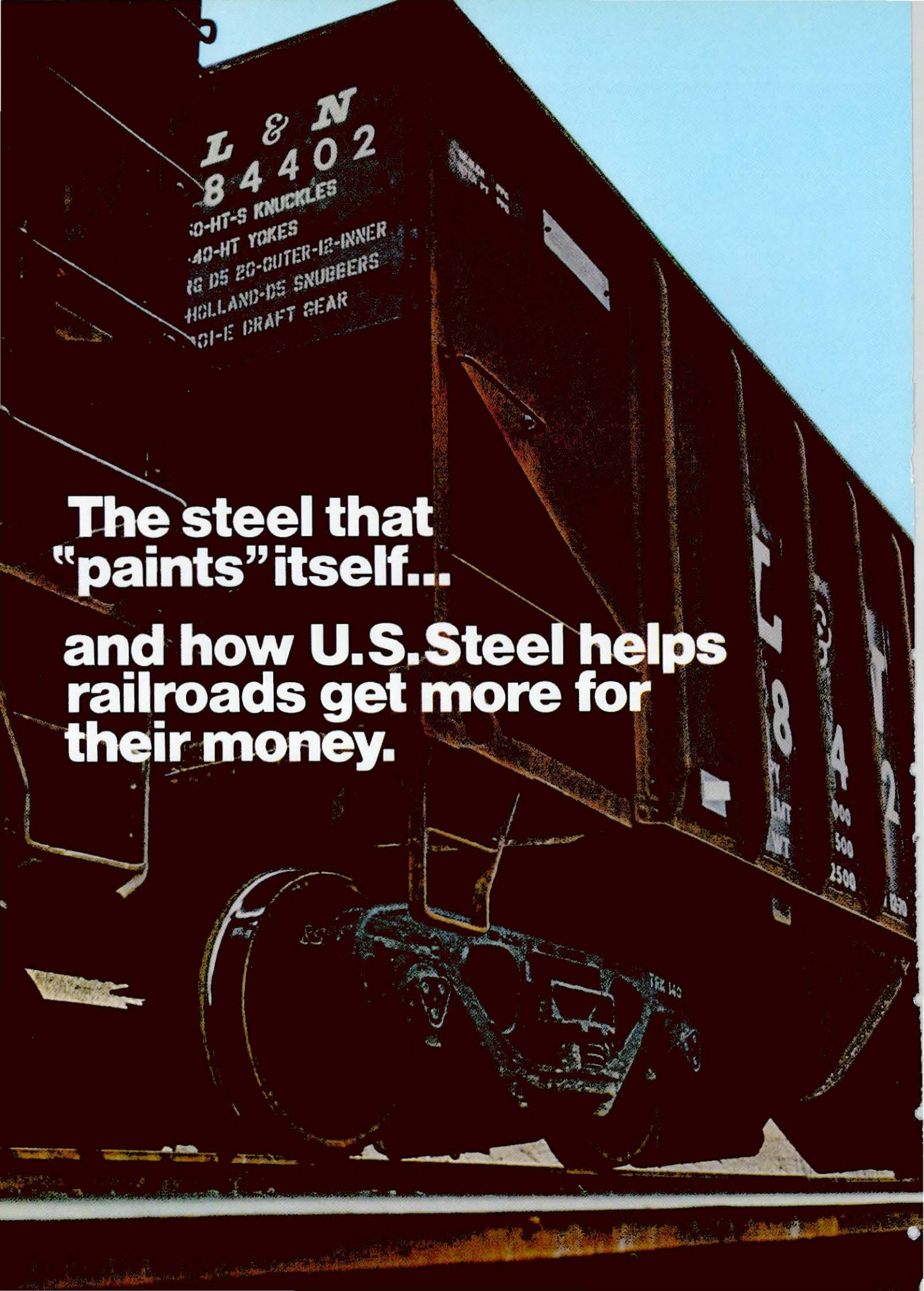

SOUTHERN
THE RAILWAY SYSTEM THAT GIVES A GREEN LIGHT TO INNOVATIONS



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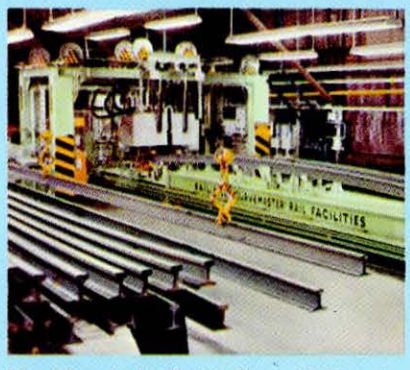

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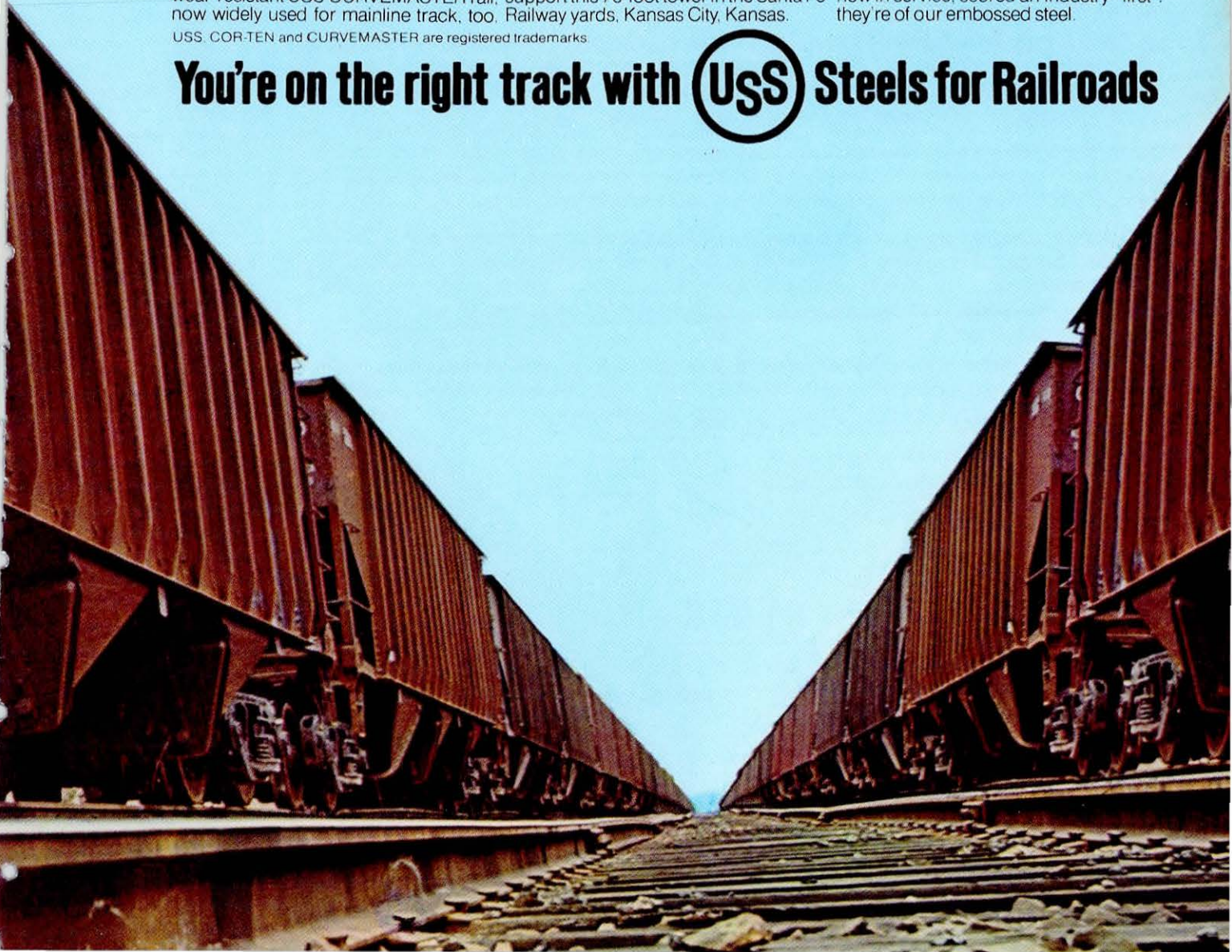

General Electric announces

a three step, action plan to help us help you cut your maintenance costs

We call it ACTION 71. And it's intended to help us move faster when you need us. To help us respond with the right parts when you need them . . . with whatever it takes to keep you rolling.

1. An automated plant for immediate availability of remanufactured diesel engines. Eighty-three rebuild specialists, new automated equipment, and a modern computerized test system. Our new facility specializes in rebuilding and repairing engines and components. So the engines you need for unit exchange will be there waiting for you.

2. A GE Customer Service Specialist to give personalized response to your parts needs. General Electric's five Regional Parts Centers are assigning a Customer Service Specialist to each customer. When you need parts, you talk to a single GE Specialist no matter what your needs.

He listens to you, processes your order, and provides immediate and continuous feedback of order status. And, we've increased the number of items stocked in regional inventories to give you the fastest possible parts delivery.

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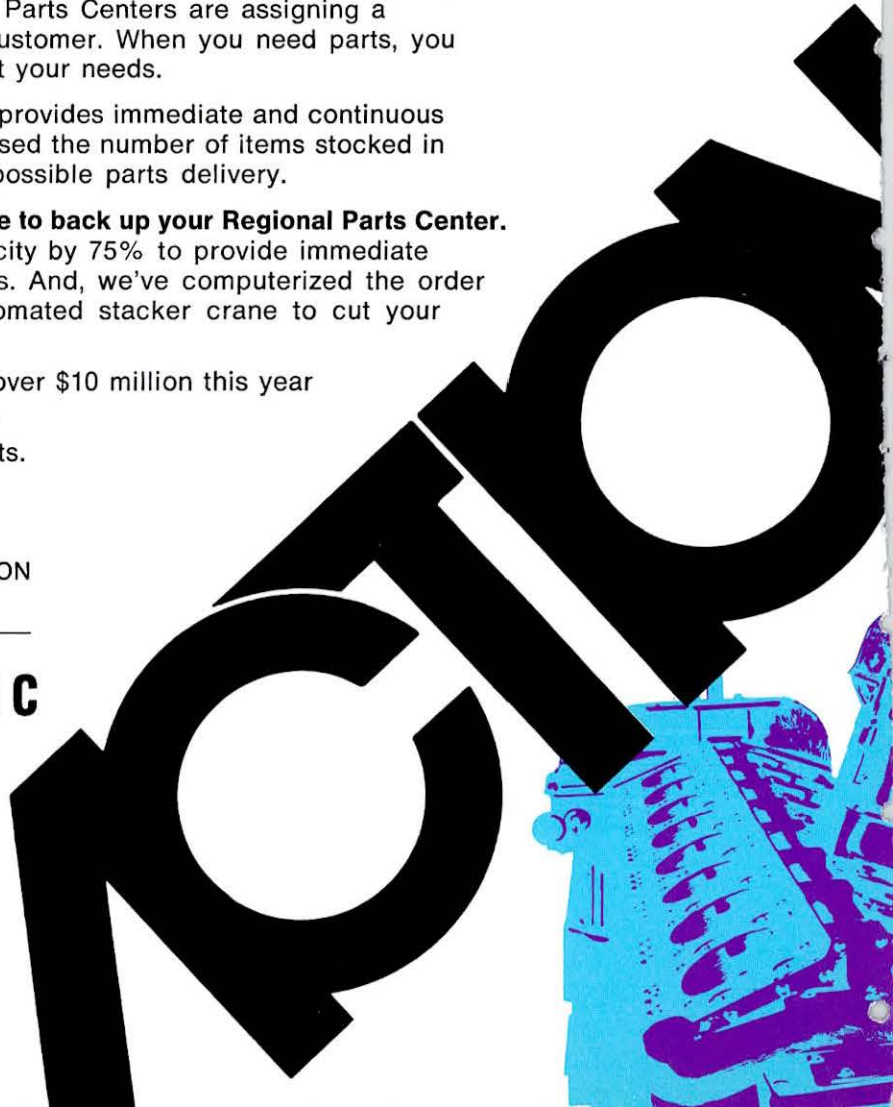

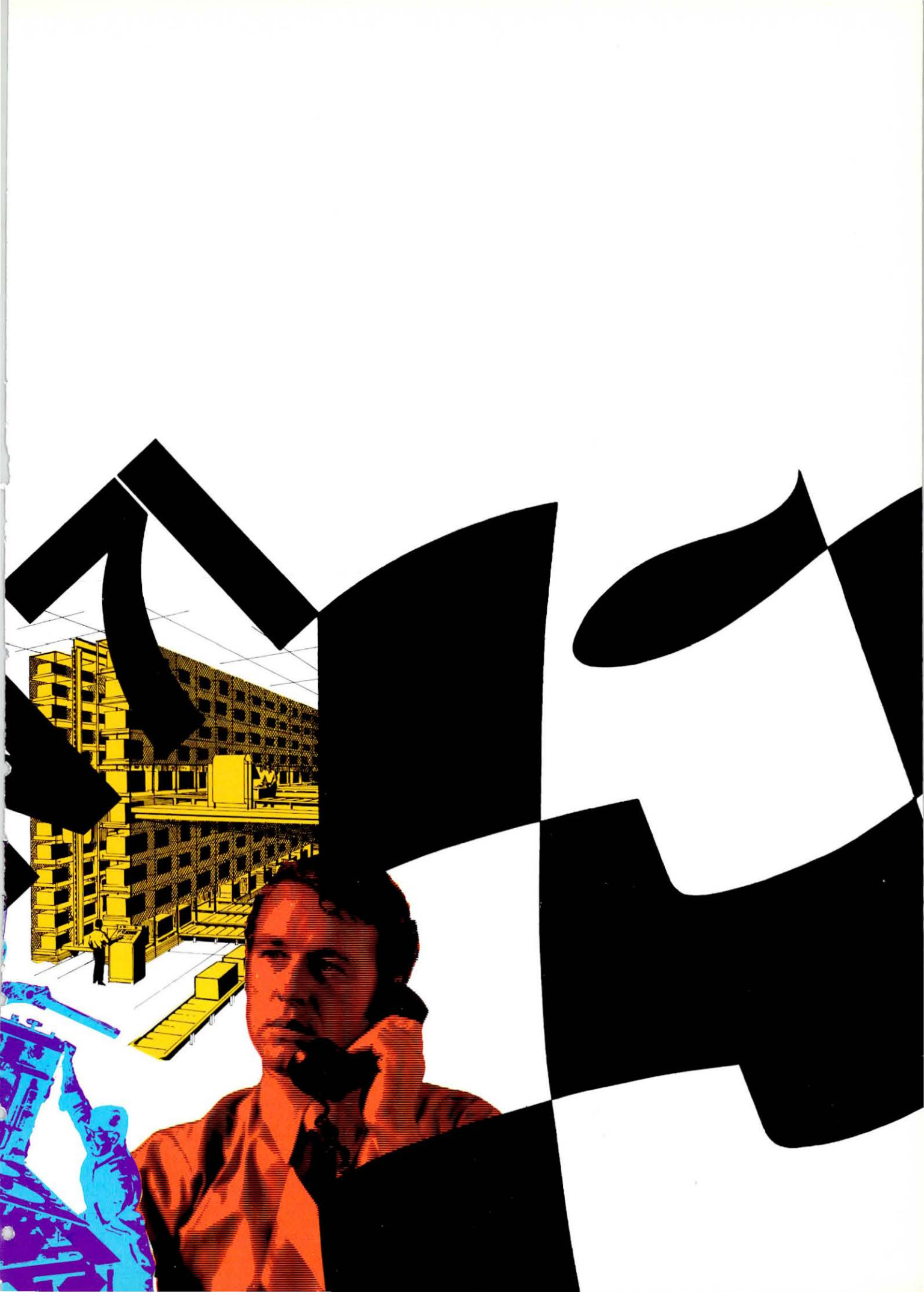

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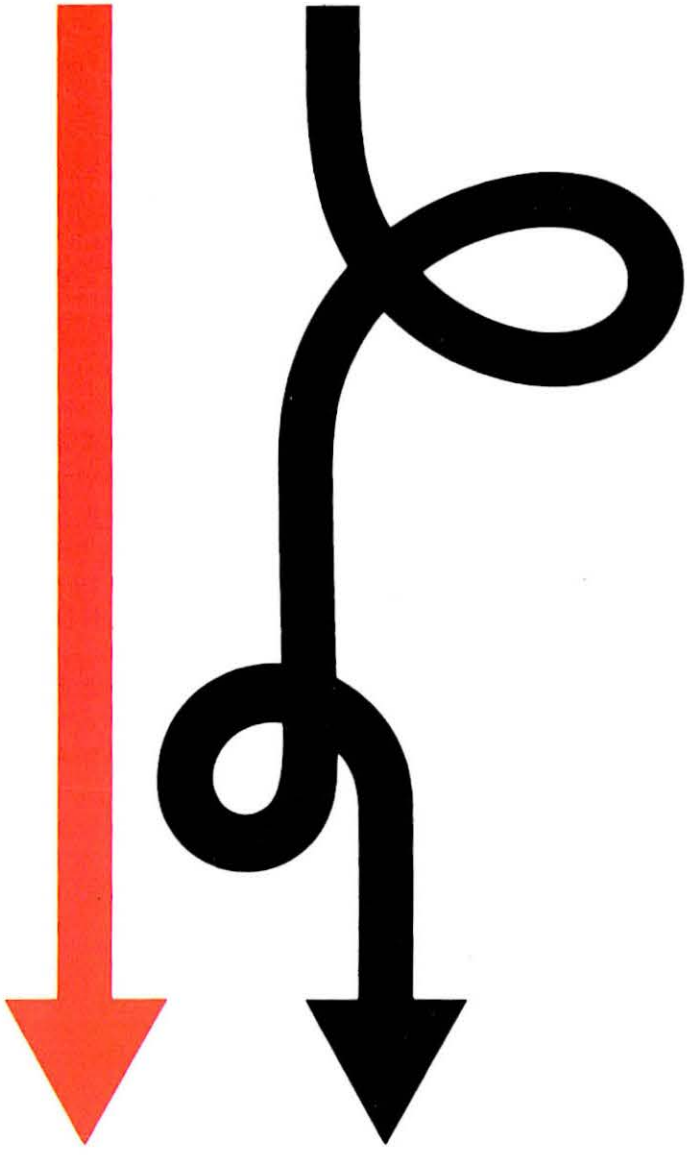
We'll give it to you straight in October.



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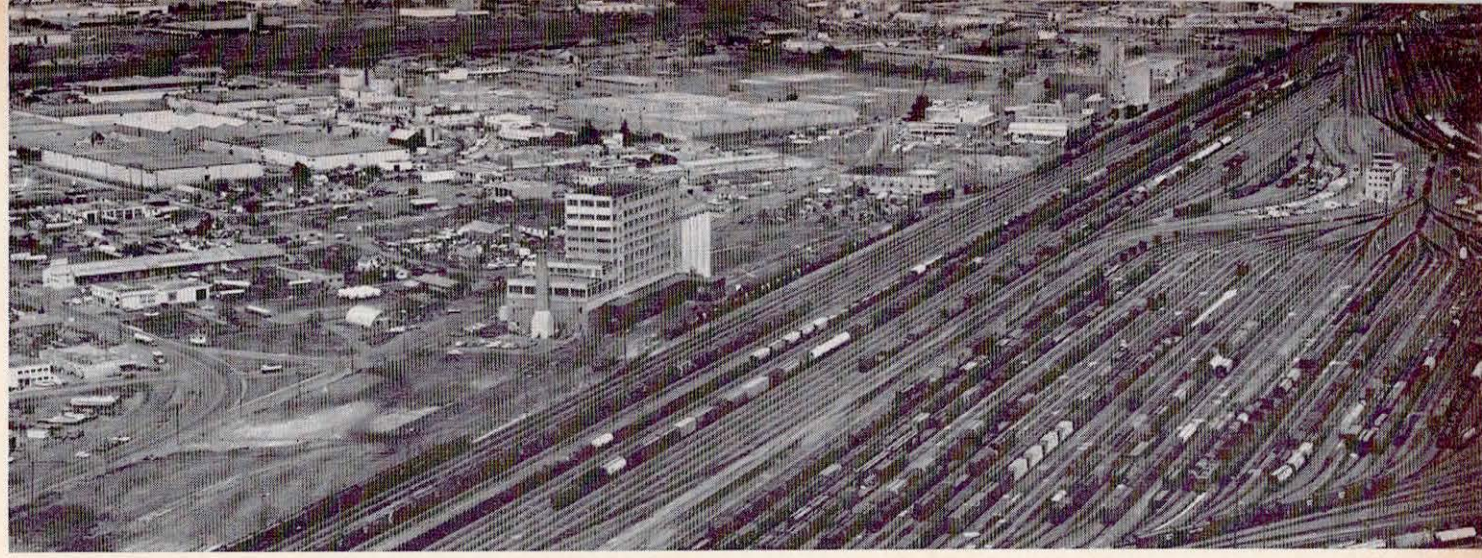

CP RAIL'S ALYTH YARD:
For automation, it's the most

Calgary facility boasts a "no-hands" classification operation.

By GUS WELTY, Senior Editor

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● **What's ahead.** From all indications, CP Rail will need all the advantages Alyth can give it. Calgary is located at a crossroads of east-west and north-south lines. In effect, it's the key point for western operations—with a network of lines across the prairies fanning out to the east, north and south, and with the mainline to Vancouver stretching out to the west. And the traffic projections for this terminal? They border on the fantastic.

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Naturally, Ed Shute is less than happy with delays which have put the project off schedule—particularly in its software aspects. Essentially, he notes, "the yard is physically complete. But there are a few ragged edges in software development." Planners and builders are still tinkering with the automated hump operation and inventory control. And, says Shute, "implementation of a number of other systems is still a few months away—completion of ACI and interfacing it with the computer, automatic trim programming, and computer interfacing of a weigh-in-motion scale."

● **ACI and a scale.** ACI will be especially important to the scheme of operation at Alyth. Unlike Santa Fe at Argentine Yard—where 10 scanners are located at entry/exit points to seal off the yard—CP Rail at Alyth will be using a scanner on the hump, in addition to nine units at entry/exit locations. And as Shute sees it, the hump scanner "will be a key to the whole operation. This will be the scanner which really tells the computer which cars are coming to the crest. Information will already be in the computer as to where the cars will go. And without that hump ACI, our operation would be severely restricted."

No less important—though perhaps a bit less obvious in terms of benefits—will be the interface of computer and scale, which will give yard managers an accurate running record of train weight for motive-power planning. In the past, power planners have done the best they could with the facts available—but those "facts" might be off a ton or so on tare weights and more than that on lading weights. Such slight errors multiplied by 100 cars cease to be slight—and so the accuracy which the scale computer coupling provides will be of substantial help in matching power to train, especially for operations in the rugged mountain country west of Calgary.

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The Alyth system was designed by

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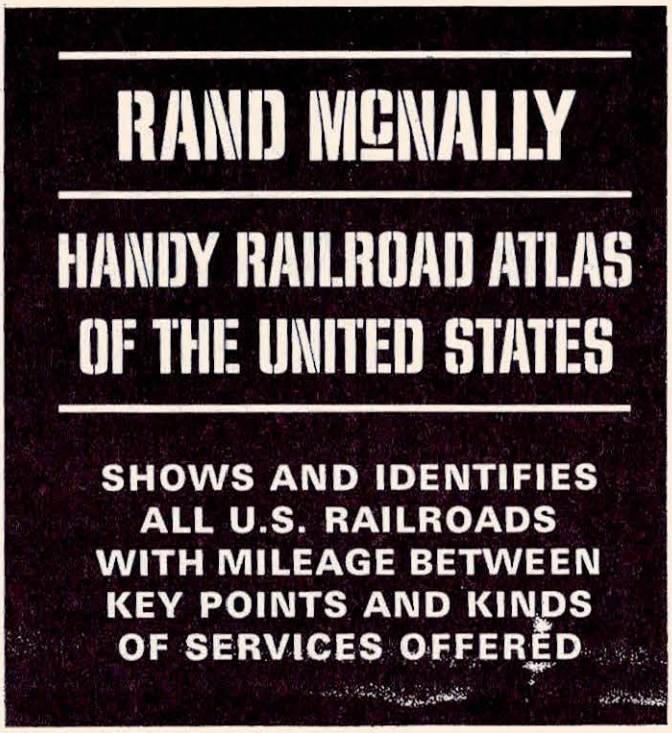

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WABCO's Signal and Communication Division, with two Honeywell DDP 516 computers (one online, one backup) acting as the hub of the computer-controlled classification and inventory system. Still a third level of capability has been maintained—a standby control panel which will permit non-automatic classification control in the event that both computers go out of service.

Four major terminals in the yard are equipped with Teletype and cathode ray tube display—the offices of the train yard coordinator, pulldown supervisor, car department and customer service center. Two other terminals are Teletype-equipped for instruction output to crews. And a monitoring station in the computer room keeps tabs on the ongoing operation of the system.

In operation, consist data of an inbound train will be stored for access by the train yard coordinator and the customer service center—the former for classification purposes, the latter for routings, special handling and empty car distribution purposes. Using routing instructions stored in tables, the computer system will respond in a standard way to each car in inventory by assigning a classification code and track, plus any special instructions related to the car. The service center and the train yard coordinator review these assignments in advance, to make whatever changes may be necessary.

● **Design for planning.** Under normal circumstances, the train yard coordinator should be able to plan the yard's operations for at least several hours beyond current.

As humping proceeds and class tracks begin to fill, the coordinator will issue train-makeup instructions to the pulldown supervisor. As cars are pulled, the supervisor enters the change in car-status to the computer to keep inventory records up to the minute. And at the same time, the system is monitoring car movements to the departure yard as a check on destination validity.

At present, the group retarders have not been brought under the automatic control sysrem, and a measure of manual control is required. But, when full automatic control is achieved, the computer will be in command—aided by yard imputs from ACI, wheel detectors and track circuits, radar and the weigh-in-motion scale. Trimming will also be automatically initiated, through the coordinator's entering a formatted series of instructions into the system.

CP Rail puts special emphasis on the safety elements built into the yard: "As long as movements in the switching area are compatible with the instructions given the system, the computer will align the necessary switches and automatically adjust inventory. . . . A considerable safety factor has been incorporated in the yard's design, covering every type of irregularity—any one of which, from a stalled car to a derailment to dragging equipment, will automatically shut down humping operations until the fault is rectified."

Grading in the yard also takes special attention. The class yard itself is on a 0.4% downgrade. Says CP Rail: "Reducing the grade in the classification yard so that the foot of the hump was lower than the prevailing grade created a hump crest only slightly above the prevailing grade. This means that until hump locomotives are about 40 car lengths from the crest, the total hump consist is on a downgrade—thus requiring a delicate balance of power and braking." Hump locomotives are operated under computer-monitored automatic speed control, which is pre-set by the train yard coordinator; class tracks are equipped with inert retarders at the pulldown end, and 13 of Alyth's receiving and departure tracks also have holding devices installed.

"We're moving cars through faster . . . we are handling greater volume."
. . . E. H. Shute

● **What to build.** In planning the new Alyth, CP Rail had few easy decisions. The old yard had been operating for more than 50 years with a manual, rider hump—and traffic increases were nudging at the facility's maximum throughput of about 1,600 cars a day. With growth in western Canada and with steadily increasing export traffic moving through Calgary, the need for a new yard was apparent. What wasn't so apparent was the kind of yard that should be built, and its location.

Early on, CP Rail decided to build on the site of the existing yard—after weighing the advantage of unimpeded construction at a new location against the disadvantage in service to Calgary industries which a "suburban" site might create. The planning group was shooting for a sustainable throughput of 3,000 cars a day—a capacity which would be "more than sufficient to handle the processing requirement up to and beyond 1980, taking into account some of the projected traffic increases being handled in solid or unit trains not requiring terminal processing."

Planners also decided that (1) the new yard must have a high degree of automation for maximum classification efficiency and management information, (2) car-storage would be removed from the main yard and handled at a satellite facility, and (3) design "would be predicated on a life extending to about 1985, the maximum time for which traffic could be accurately forecast and by which time the yard would be technologically obsolete."

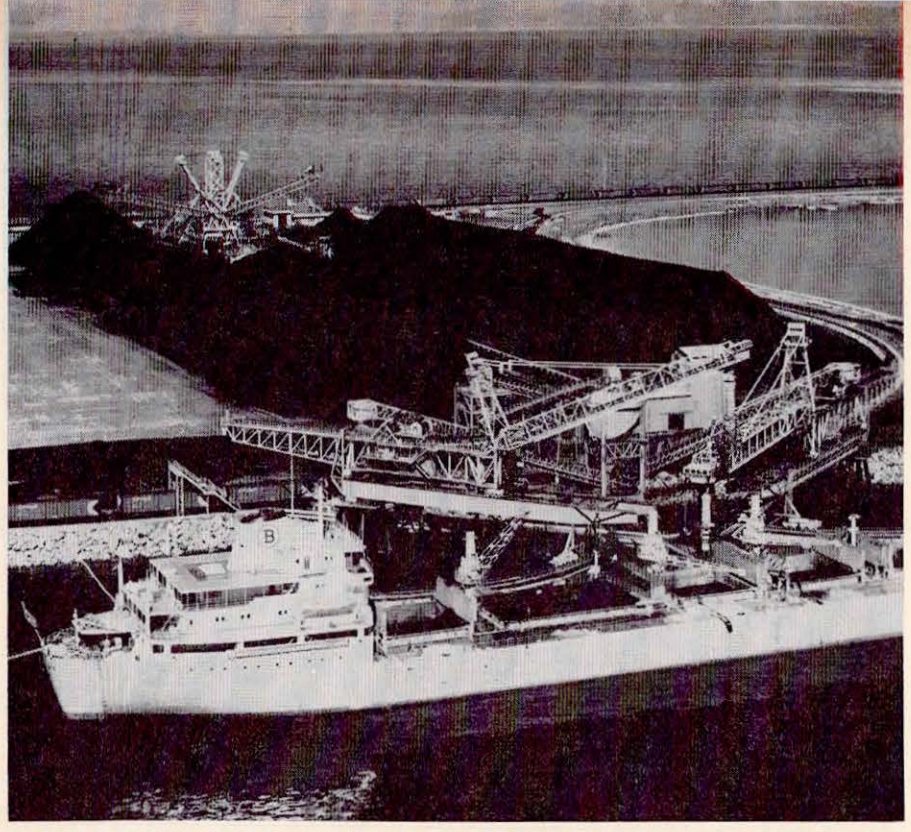
In CP Rail's view, the 3,000-car throughput "is considered to give the yard ample processing leeway to allow for any changes in operation which may come during the yard's life. One such possibility would be improved destination blocking of merchandise trains with more cars for fewer destinations to reduce enroute terminal processing. Calgary's location makes it ideally suited to being a traffic concentration center—and the future could see it drawing some traffic that would otherwise move on secondary lines."

● **The project is begun.** Construction began in the spring of 1968— and was carefully plotted through critical-path methodology. Through 1968-69, CP Rail continued to operate the original facility, while new track—including half of the new Alyth's 48 class tracks—was installed on newly-acquired land north of old Alyth. The new hump began operations—under manual control—in April 1970, using the 24 new tracks. Between then and last September, this type of operation was continued while the class yard was being completed and computer systems installed.

From September on, the 48-track yard worked on a semi-automatic mode—a dial-a-speed operation in which a hump operator indicated the leaving speed from the retarders and the computer actuated the retarders. Adjustments have been continuing.

Throughout the planning and construction stages, CP Rail has put stress on getting traffic through the yard in the least possible time, with no waste motion. Interestingly, about 70% of Alyth's 5,200-car standing capacity is accounted for by arrival/departure tracks—"to accommodate the anticipated large number of unit and solid trains moving through the terminal." Radio-equipped mobile repair crews are being used for light repair work on both through trains and newly-classified trains, to minimize rip-track delays.

And Alyth, even in an incomplete stage, is apparently doing what it was designed to do. Says Ed Shute: "We're moving cars through faster now than ever before . . . and we are handling greater volume."



CP RAIL interfaces with Japanese coal ship at Roberts Bank.

"We want our sales people to find out what the customer's total needs are, and then we'll design a transportation system to meet these needs."

A. F. Joplin, CP Rail sales and marketing vice president

World-wide marketing, Canadian style

By **BOB BARTLEY,** Associate Editor

Like its country's famed Mounties, Canadian Pacific is out to get its man. The man in this case is the customer—the shipper, large and small, who can use any of the many and varied transportation services which this giant, multimodal company can offer. Unlike the Mounties, however, Canadian Pacific marketers aren't limited to merely tracking down their quarry in such nearby places as the Rockies or the wilds of the Yukon. Instead, the world is the marketplace for Canadian Pacific transportation services, and CP is pushing ahead relentlessly to capture a larger share of the international market.

Even Canadian Pacific's landlocked rail division is a world marketer, with customers for Canadian rail services being sought out in such faraway places as Japan and China, South America, Italy, Germany, and the United Kingdom to name just a few.

The parent company's multimodal make-up gives a valuable assist to the international marketing efforts of CP Rail. Aside from the rail division, Canadian Pacific's other transportation services are CP Ships, CP Air, CP Express, CP Transport and Smith Transport. The rail segment is the largest of them all.

● **"Total involvement."** But it takes more than multimodality to successfully penetrate the highly competitive international transportation market. As A. F. Joplin, CP Rail's sales and marketing vice president, is quick to point out, a marketing philosophy in which the salesman is committed to "total involvement" with the customer is also going a long way toward making CP Rail a successful and expanding operation. "We want our sales people to find out what the customer's total needs are, and then we'll design a transportation system to meet these needs."

There are a lot of things going on along the 16,600-mile transcontinental CP Rail route that will ultimately help the railroad in its efforts to serve the customer better. In addition to the $14-million Alyth classification yard coming on-stream at Calgary (see p. 25), Canadian Pacific is expanding port facilities and more than doubling its container-car fleet, taking further steps to aid in the marketing of western Canadian raw materials both domestically and abroad, actively improving its grain shipping systems, and sinking millions in other system improvements.

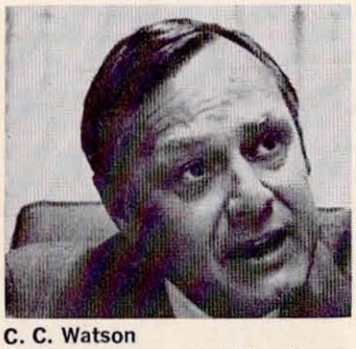
CP Rail's role in the development of western Canada's vast coal resources is, says Joplin, "a perfect case of marketing at its best." Rather than just participate in setting up the transportation system that would haul metallurgical coal from the Kaiser Resources' mine at Sparwood, B.C., to the Pacific superport of Roberts Bank for export to steel mills in Japan, CP Rail elected instead to get totally involved in the operation. "When you're participating in a market for coal, you've got to look far ahead," advises Joplin. Before developing an advanced unit-train system last year for movement of the coal from mine to port, CP Rail marketers delved into every facet of the operation, from what impact the new business would have upon the community of Sparwood to the capabilities of the car and locomotive manufacturers in providing the type of equipment which would best serve this particular operation. It meant, too, a complete exploration of the markets existing throughout the world for Japanese steel.

● **Good prospects.** Joplin, who in May succeeded Fred Burbidge (now senior executive officer of CP Rail) as head of the marketing department, vis-

W. Miller
General manager, rate research

J. H. Morrish
System manager, market development

G. Creighton
System manager, foreign freight



C. C. Watson
System manager, freight sales

A. E. Jenner
System manager, piggyback services

ited Japan recently to learn firsthand what the market possibilities might be for Canadian coal. "Although the Japanese industry leaders were somewhat pessimistic in their outlook for steel markets, we think the prospects are good," he says. By next year, CP Rail expects to be moving 10 million tons of coal annually for export to Japan. This will probably account for about 5% of the rail division's gross revenues. And this market, Joplin predicts, will expand to between 22 million and 25 million tons annually in the second half of this decade.

The domestic coal market is getting the "involved" marketing treatment by CP Rail, too. Eastern Canada represents a lucrative market for western Canada's coal, Joplin points out. As was true in the early development of the Japanese coal market, the system that's needed to get the coal to the industrialized East (and into U.S. steel centers, too) has its complications. Pilot projects involving the shipment of both metallurgical and steam coal by solid trains have been initiated by CP Rail. Last year, some 200,000 tons of steelmaking coal were moved in solid trains between British Columbia and the industrial center of Hamilton on Lake Ontario, with the coal being transshipped by water between Thunder Bay, Ont., and its final destination.

Because of his high intital costs, the miner can't afford to open up or expand a mine unless he has a long-term contract, Joplin explains. Likewise, the railroad must be assured of a reasonably high volume before it can set up a unit-or solid-train operation to serve the mine. Through its marketing team, CP Rail attempts to get everything into focus so that it can share in the revenues which this new traffic will generate.

● **Organization and responsibility.** Although Joplin is somewhat outspoken in his condemnation of organizational bureaucracy ("It has the effect of withering spontaneity, independence and enterprise"), he believes that proper people and proper motivation can react and interact with organization to create better productivity. Of course, since total involvement with the customer is the charge given marketing personnel, there have to be definite lines of responsibility within the department. At the same time, there must still be enough elbow room to keep creativity alive. To achieve this vital blend, the CP Rail marketing and sales department is set up with five major subdepartments—pricing, market development, foreign freight, freight sales and piggyback services.

—Pricing. Under the direction of W. Miller, general manager, rate research, freight divisions and both Canadian and international freight rates are handled. Because of CP Rail's strong emphasis on participation in international trade, the pricing section's international freight rate area is quite active.

—Market Development. Headed by J. H. Morrish, this large section concerns itself with planning the activities for such traffic as bulk materials, forest products, freight forwarder, automotive. Furthermore, it handles directly the planning of such things as special marketing projects, equipment use and transportation services. Industrial development and market pricing are part of this section's activities.

—Foreign Freight. Aside from handling foreign freight rates, both export and import, as well as the sales themselves, this section, under G. H. Creighton, also handles container traffic sales for CP Ships, an area of the over-all marketing operation which is growing at a rapid pace, according to Joplin.

—Freight Sales. Under the direction of C. C. Watson, this section performs sales analysis and conducts special economic studies, but primarily handles the freight sales in U.S. regions.

—Piggyback Services. Like container sales, this section, headed by A. E. Jenner, is growing rapidly, with more than 60 terminals coast-to-coast. Improvements along the system are in progress now.

Aside from these five departments, CP Rail has four regional sales forces—Atlantic, Eastern, Prairie and Pacific—to handle Canadian marketing activities on the local level.

● **How it works.** When conceiving marketing plans, CP Rail's headquarters staff often works independently of the regions. Once a plan is ready for, say, a commodity or a special customer, it is sent on to the regional marketing people for polishing and implementation. The marketing department uses both direct sales contact by its representatives in the field and the sale of so-called transportation packages or systems developed for the most part by product managers or marketing specialists.

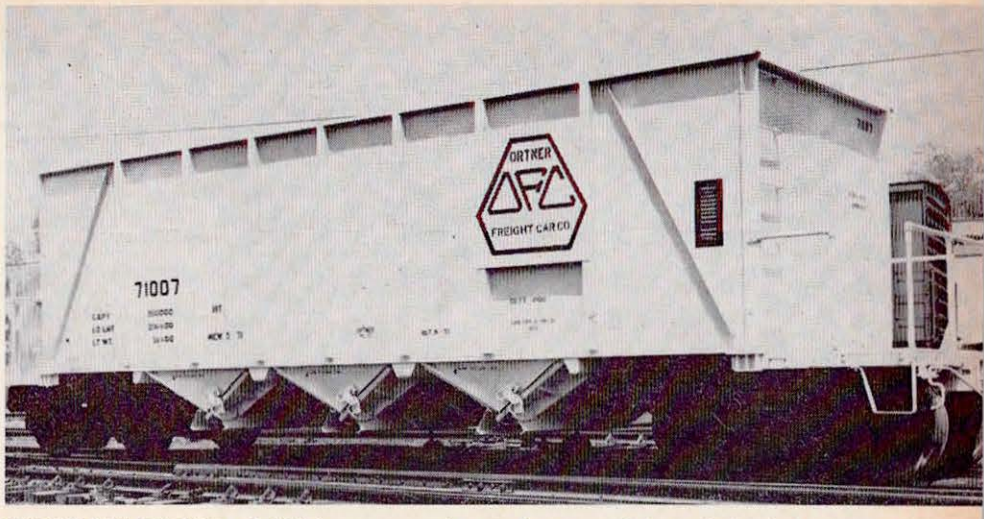
In selling a transportation package, CP Rail, like other railroads, can point out to a customer the advantages to be gained through the service, equipment and pricing which it can offer. As far as service is concerned, as C. C. Watson has pointed out, while the railroad is quite inflexible in offering track routes, it does have the necessary flexibility in scheduling, Equipment, like scheduling, is quite flexible, with special vehicles being offered to meet a special need. In Canada, pricing is especially flexible because of the freer structure there, with both rates and pricing more attuned to freight volume.

It was a combination of all these factors, plus a first-rate selling job, that got CP Rail the transportation contract for the western-Canadian coal destined for Japan. Other high-volume commodities, like wheat, potash, sulphur and liquefied petroleum gas, have been attracted to CP Rail by these same factors. While marketing people at the road's headquarters in Montreal like to talk about the gains being made in marketing the rail services for these commodities, the thing that really brings out enthusiasm is the subject of containerization. In 1970, car-loadings of containers rose a whopping 300% when compared with those of the previous year. Better yet, the revenue increase amounted to almost a 340% change.

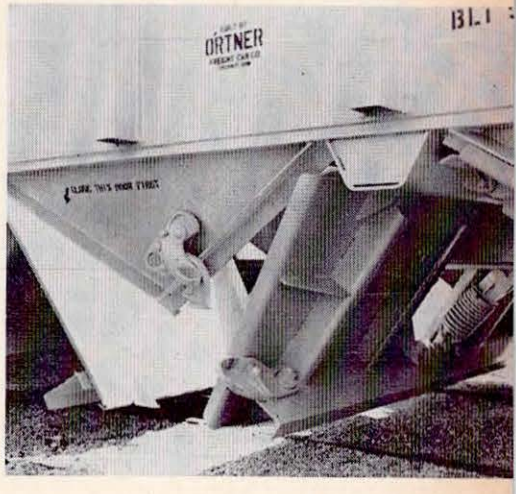
● **Potential in containerization.** The advantages of being part of a large intermodal operation really come to light when containerization is being discussed at CP Rail. This doesn't mean that the rail division is taking unfair advantage of its relationships within the Canadian Pacific structure, Joplin hastens to point out. All sea and highway carriers are treated equally by CP Rail in the handling of containers. But, containerization for the most part requires a total transportation system approach, and CP Rail has the experience along these lines to participate successfully in such a venture. Furthermore, the rail system is equipped physically to handle this type of traffic with relative ease.

CP Rail serves four major eastern ports that have special equipment to serve the container trade—Montreal, Quebec, St. John and Halifax, plus Vancouver on the West Coast. A $4-million terminal operated by Brunterm, a joint CP Rail/MeLean Kennedy Ltd. venture, is now in operation at St. John, servicing one steamship line—Association Transportation Ltd. Facilities to serve other firms are also planned for this deep-water port. Elsewhere along the CP Rail system, land/sea terminals are being improved, as are rail/highway terminals, with some being equipped with automatic LCL cargo-sorting equipment.

The Canadian container ports are keenly competitive with one another, as they are with U.S. ports. But because of the more wide-open, less restrictive atmosphere in which Canadian carriers operate, they probably enjoy a decided advantage over their U.S. counterparts when competing for container traffic. By one estimate, this advantage, which includes one-document, door-to-door services, can be translated into a savings of an anverage of $25 a ton on trans-Atlantic shipments of general merchandise. In its marketing efforts, CP Rail is taking full advantage of this competitive edge. ■



SPEEDY UNLOADING of 100-ton aggregate car is assured by substantial opening produced when six doors drop. Assistance springs (below) simplify closing of doors after lading discharge. Emptying can be done by one man.



"Rapid Discharge" car for aggregates

An unloading concept originally developed for the rapid discharge of coal has now been adapted for aggregates used in construction. The new 100-ton "Rapid Discharge" aggregate car, developed by Ortner Freight Car Co., discharges its entire contents rapidly without any need for costly shake-out equipment and with no manual cleaning required.

The result of the new design is fast turnarounds which maximize car utilization. The first group of cars of this design are now being operated by a major aggregate producer in the New York harbor area.

● **Proven concepts.** Components of the aggregate unloading arrangement on the new cars have been fully proven in Ortner's unit coal train cars which are now in service for both utilities and railroads. Six large openings in the bottom of the aggregate hopper car are covered by three pairs of overlapping doors. Door design permits each pair to be opened individually and then to be closed and locked readily by one man. Patented assistance springs make possible this manual operation.

If high volume service requires it, door operation can be automated.

The "Rapid Discharge" aggregate car is constructed of high-strength, low-alloy steels to minimize car weight while achieving the strength and rigidity required for this rugged service. The steep (50-degree) slope sheets, plus a car interior that has been made as smooth and free of obstructions as possible, facilitate the rapid movement of the aggregate when doors are opened. The center sill of the car is covered with a triangular hood having 60-degree sloping sides which directs the flow of the aggregate to all openings.

● **Principal dimensions.** The service-tested car has a capacity of 2,100 cubic feet when level full and 2,335 cubic feet when loaded with a 10-inch average heap. The coupled length is 43 feet 10 inches; the truck center distance is 31 feet 3½ inches which gives the car a Cooper E-60 load rating on trestles and bridges. The extreme height of the car is about 11 feet 6½ inches. Inside length of the body is 31 feet 3 inches; the clear length of the unloading opening is 15 feet 6¼ inches. ■

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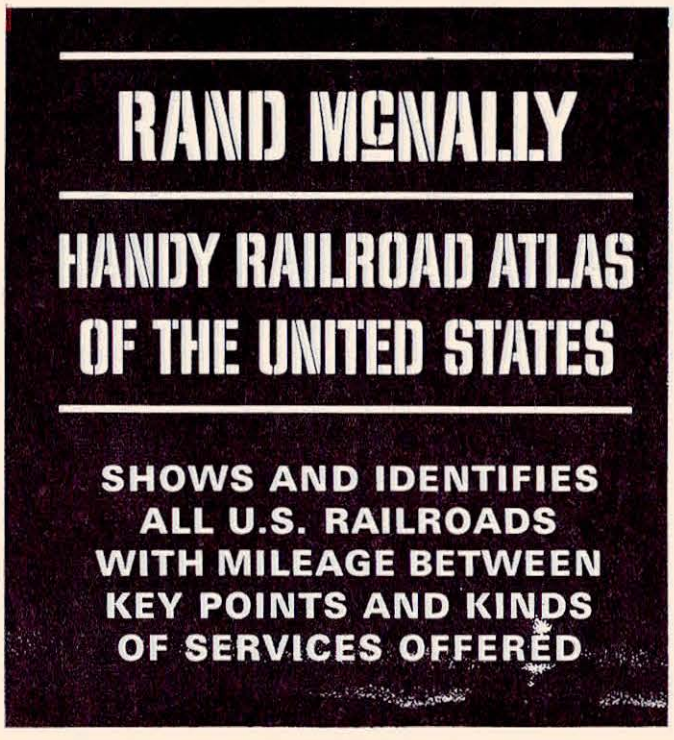

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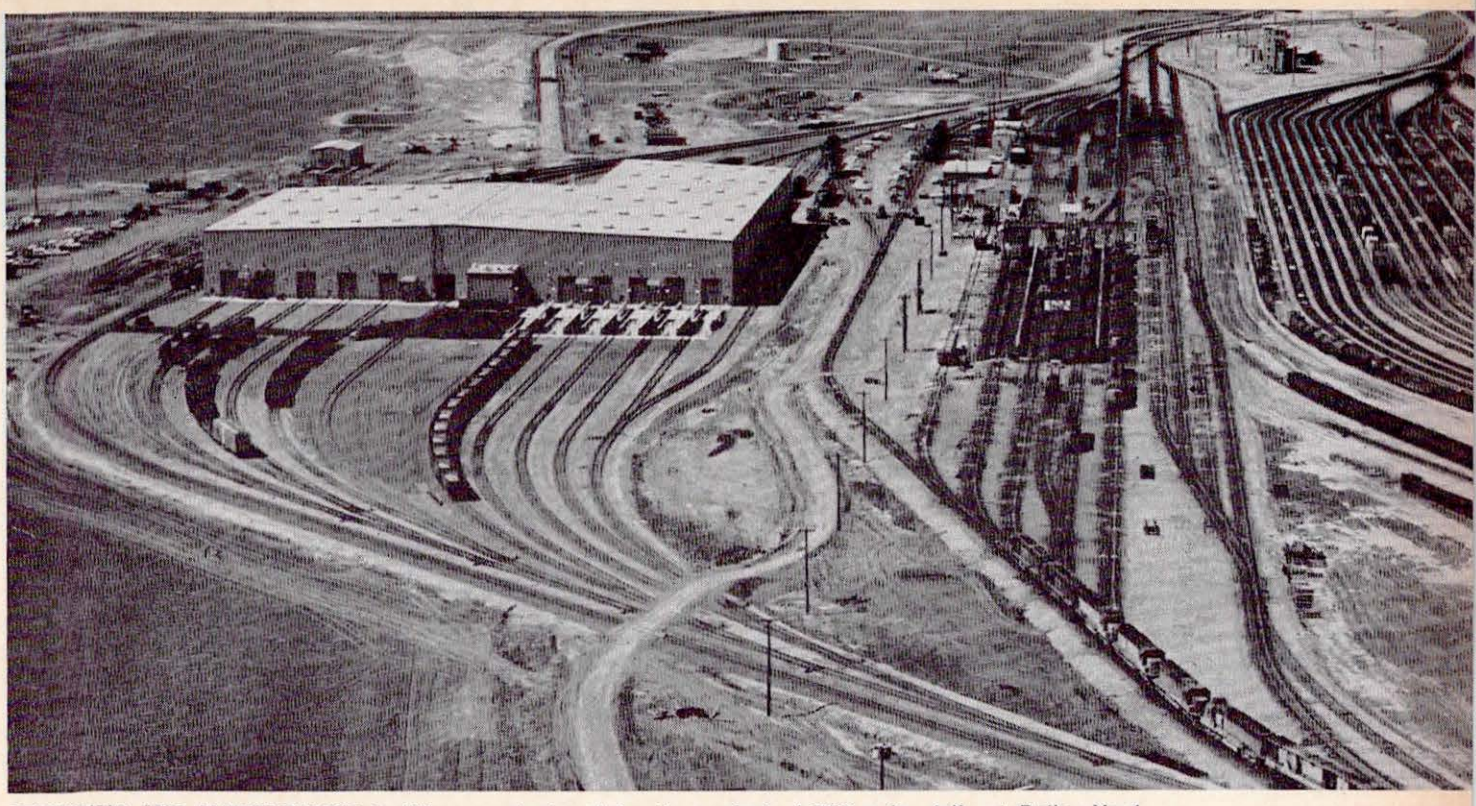
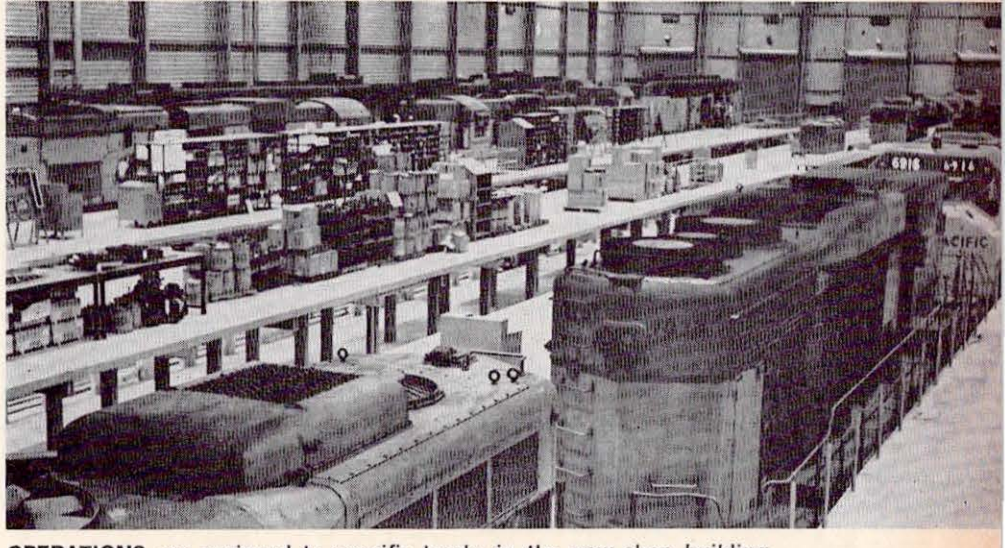


SERVICING AND MAINTENANCE facilities are designed for the arrival of 300 units daily at Bailey Yard.

UP has $10 million shop at Bailey

A new $10 million facility for the repair and servicing of a major portion of Union Pacific's locomotive fleet has been opened on the fringe of the 105-track classification yard at North Platte, Neb. The running repair installation, all 140,000 square feet of it, has the capacity for inspecting and maintaining over 400 units each month. The adjacent fueling and sanding facility can service 300 units each day.

It did not take long for Bailey Yard to become the focal point for UP's transcontinental traffic after it opened in 1968. UP planners knew that such a pivotal location would have to have locomotive facilities of high capacity. UP's mechanical department describes the result as "the largest and most modern running repair operation in the nation today."



OPERATIONS are assigned to specific tracks in the new shop building.

The 11-track L-shaped shop building has five tracks assigned for running repairs, 45-day, quarterly, semi-annual and annual inspections. Work is balanced along each of these 420-foot repair lines. Because of the work load, the facility operates around-the-clock.

Four shorter tracks are assigned for heavier repairs which take longer and unpredictable intervals. One track is utilized for materials handling and one for wheel truing. With component overhauls done elsewhere, the building needs only facilities for materials storage.

The four-track fueling and sanding facility and the two-track washing installation are supervised from a foreman's tower which overlooks the entire operation.

The new Bailey Yard repair facility represents the initial step in what Frank Acord, chief mechanical officer, describes as "a complete streamlining of our entire mechanical maintenance concept." Included in plans for the future are upgrading of the Salt Lake City shop and expansion of component work at Omaha. "Eventually we hope to concentrate remanufacturing work for the entire system at Omaha," Acord said. ■

RI's Desch suggests "no-fault" liability for worker injuries

The lawyers probably won't like it—but it was a lawyer who proposed it: Adoption of a no-fault concept, with limitations on damages, for compensation of railroad employees injured on the job.

The bold lawyer is Rock Island Vice Chairman and Chief Executive Officer Theodore E. Desch. And in his view, a no-fault system "offers great promise in providing fair and prompt disposition of employee injury claims—while at the same time protecting individual carriers from the whims and distortions too often associated with juries and their awards."

The present system is based on a piece of early-20th-century legislation, the Federal Employers' Liability Act—which provides a legal remedy for an employee against an employer who negligently fails to provide a safe place to work. The burden is on the employer. Contributory negligence on the part of the employee does not bar his claim—though in theory, at least, it may serve to reduce the damages he may recover.

● **What's wrong with the system.** Ted Desch's no-fault proposal is based on the argument that the FELA isn't working fairly for either the claimant or the employer—and he can build a persuasive case, drawing on the recent experience of the railroads and from the record in the airline industry and on the highways.

Three facts stand out in Desch's analysis: (1) Personal injury awards "have been escalating with unprecedented speed"; (2) the larger the claim, the longer the claimant will wait for the money; and (3) under the present system there are a lot of dollars involved that never find their way into the injured party's private bank account.

In return, railroads would obtain "some time limit on payout exposure." Everybody would benefit—except perhaps the lawyers.

Desch uses the domestic airline industry to illustrate Point 1. And the record shows sharp increases in verdicts or settlements in cases involving passenger deaths—from an average of about $85,000 in 1966 to $195,000 in 1970. The number of individual big-ticket cases jumped even more dramatically: In 1966, 10% of the cases involved more than $200,000 and less than 3% topped $300,000; but in 1970, almost half of the cases ended in verdicts or settlements of more than $200,000 and 24% were over $300,000. (During roughly the same period, 1966-69, personal injury expenses in the railroad industry climbed from $108 million to almost $146 million.)

As for the delay factor in settlements, a DOT study of the economic consequences of auto-accident injuries shows what happens: On the average, DOT found, 16 months passed from date of accident to date of money recovery—but "for claims in excess of the relatively low level of $2,500, the average delay was 19 months." Another DOT conclusion, Desch notes, "is that while small losses were generally fully compensated, when the total personal and family economic loss exceeded $25,000 only 30% of that total loss was recovered."

● **Where the money goes.** And how about the sums which the claimant actually receives? The DOT study indicated that legal costs ate up about 25% of total recoveries. But, says Desch, "an even more interesting statistic emerged from an investigation by the Senate Antitrust and Monopoly Subcommittee. After their examiniation into the problem, the senators concluded that out of the total auto liability insurance premiums paid in 1969, only about 42% was returned to victims of accidents. The remaining 58% was distributed among insurance companies to cover their expenses, lawyers and insurance investigators."

The aims of a no-fault program, RI's chief executive points out, would be (1) to properly and quickly compensate the victim without placing too great a burden on the company or individual causing the injury, and (2) to do this "without incurring what I think can justly be called the parasitic 58% cost or, at the very least, [with that cost reduced] to a bare minimum."

In this context, Desch raises serious challenge as to the purpose served by the "questionable effort to establish what lawyers call negligence. . . . Years ago, one might have argued that if a company were forced to pay for its negligent acts, that company would be more careful in the future. But today, all companies and responsible persons are insured in one way or another. And in the case of an individual who is not insured, a verdict against him would most probably be worthless to the claimant and just as worthless in

(*Continued on page 44*)

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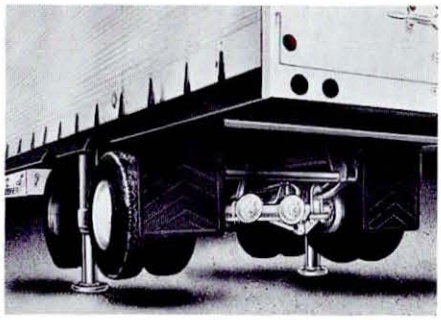
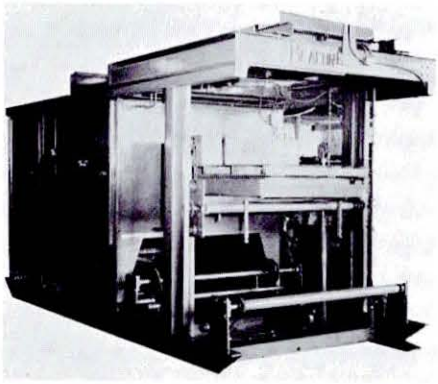
New Products Report



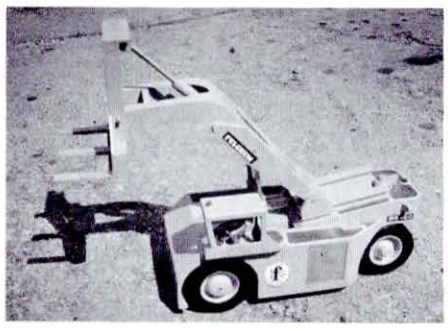
Power gear lifts (RA-1)

With the Rear Mount Power Gear, low floor volume vans are lifted to standard dock height without the need of ramps or a dangerous difference in height; the fork lift moves in and out with ease. Shippers are said to gain the added capacity of high volume drop frame bodies while maintaining the speed and capacity of fork lift cargo handling. The air-powered hydraulic landing gear ends hand cranking. A patented system converts tractor air into 50,000-lb lift. The gear is designed to fit tandem axle trailers with 15-in. wheels and 37-in. floor height. Legs are mounted between the two sets of duals for protection from road damage during travel. Because the gear is completely contained on the trailer, fleets only partially equipped still maintain full tractor-trailer interchange. *Central Steel Tube Co.*



Automatic palletizer (RA-2)

The fully automatic Pallet Loader is said to automatically load cases, cartons, bags and drums on wooden pallets at speeds up to 35 units per minute and to handle many carton sizes and case pattern variations. The standard unit is equipped with automatic adjustable case guides and switch-operated pattern selection. It contains a built-in automatic pallet dispenser; incorporates a 110-volt a-c program control circuit; and is completely electric hydraulic and pneumatic. The 7,000-lb machine, mounted on steel skids, is also available without pallet dispenser for unitized loads. *Beacon Machinery, Inc.*



Unit railcar load (RA-3)

Models BG-120 and 180 of the unit railcar load concept of materials handling are available. Capacities range from 120,000 pounds through 180,000 pounds. Various attachments–forks, hooks, magnets, buckets and blade–are available, as well as slag pot carriages. Bucket capacities are 20 through 40 cubic yards. *Fulghum Industries, Inc.*

Pallet-Pak systems (RA-4)

A complete range of radiant Pallet-Pak systems featuring the Vectiflow heat distribution principle has been introduced. Three basic models, the 7790 series, satisfy almost any application. Application of the manufacturer's Vectiflow radiant heat distribution stems provides for a controlled flow of radiated heat, resulting in fast, efficient

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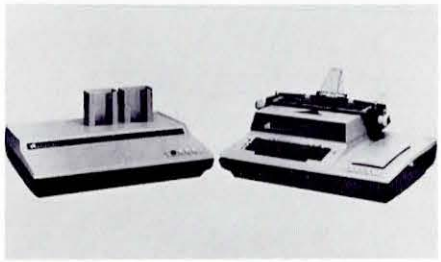
film shrinking as well as preventing film-to-heater contact and minimizing convection heat losses. Other features of the systems include: integral electro-hydraulic drive assembly, fully integrated electrical control system, automatic cycling, variable control of scanning speed and complete portability. *Weldotron Corp.*

Frequency meter (RA-5)

A new digital frequency meter, the S-1325A, has 50 millivolt sensitivity and eight digit readout. The unit provides continuous frequency coverage from 50 Hz to 525 MHz in two ranges. The resolution and oscillator stability exceed FCC requirements. Modular integrated circuit design assures simple, reliable operation and ease of maintenance. A built-in deviation meter provides total servicing capability for frequency and FM deviation measurements. *Motorola Communications & Electronics Inc.*



Data recording (RA-6)

A new system records business data at remote locations as original business information is typed and sends this recorded data over telephone lines to a central point when it is re-recorded to prepare for computer processing. The system is made up of one or more T30 recording transmitting typewriters and an A30 Telecassette recorder.

As original business paperwork is typed, the T30 records all information on a magnetic tape cassette for transmission via telephone lines. The A30 Telecassette recorder automatically acknowledges calls from remote locations, monitors and corrects for data transmission errors, and records—on similar magnetic-tape cassettes—data sent from the T30 units. *Data Instruments Co.*

NEW LITERATURE

WIRE AND CABLE. A new full-line catalog has been published by General Electric's Wire and Cable Department. It contains complete product listings and illustrations, plus construction details, cable application, and features of each item. Types of products listed: transit system cables, power cables to 15 kV, URD cables, control cables, mine and portable cables, flexible service and heater cords, leads and wires, and electronic cables.(NL-1)

MATERIAL HANDLING. Three types of Trukveyor systems are described in the 36-page Book 3397 issued by FMC Corp.'s Link-Belt Material Handling Systems Division. The systems afford fast handling in minimum floor space, efficient traffic control over predetermined monoplane and multiplane paths, and maximum ease in installation and maintenance. (NL-2)

STORAGE RACKS. A new Equipto catalog describes the company's V-Grip bulk storage racks, shelving and "iron Grip" pallet racks. (NL-3)

DOCKBOARD. A Kelley Co. brochure includes complete description and specifications of the company's Self-Forming Dockboard, which reduces installation time and simplifies dock remodeling. (NL-4)

POWER APPLICATIONS. A new engineering fact book from Exide Power Systems Division of ESB Inc., describes applications of Exide battery/inverter systems wherever critical tolerances are specified for AC power supply. The 32-page book, written for electrical engineers and plant engineers, also contains information of general interest to executives faced with power control problems. (NL-5)

RUST PREVENTIVE. A Harry Miller Corp. bulletin describes Steelgard 1301, a long-term water and oil soluble rust preventive which protects all ferrous surfaces including cast and malleable iron and steel, even in hot, humid environments; prevents formation of "white rust" on galvanized surfaces and offers indoor and outdoor (covered) protection for months. (NL-6)

STRADDLE CARRIERS. Renner Mfg. Co. has a new 4-page, 2 color catalog describing the various models of Hydro-Porter mobile straddle carriers. The tire-mounted units—available with 30,000-lb, 40,000-lb and 60,000-lb capacities—allow a wide choice of optional equipment and dimensional variances. (NL-7)

PALLET DECKBOARDS. Details about the technologies and equipment used in various experiments, as well as estimates of plant and production costs, are given in a Forest Service Research Paper (FPL 154) called "Rapid production of pallet deckboards from low grade logs." (NL-8)

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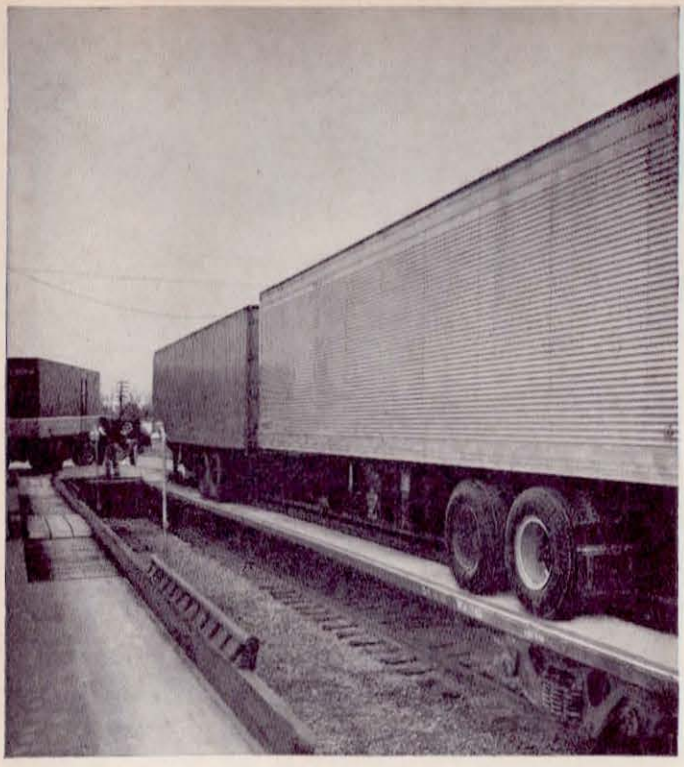

New Bridgeplate System helps stop piggyback terminal delays.

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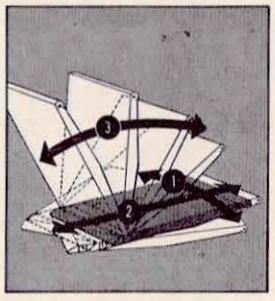

Above, exclusive 3-way movement of new USG Bridgeplate System. For more information on how it can help reduce train delays and car "down-time," call (312) 321-3766; or write 101 S. Wacker Dr., Chicago, Ill. 60606.

Transportation Products Division

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Circle 23 on coupon page 39

LETTERS

The Santa Fe story

Chicago

To the Editor:

We at Santa Fe are very pleased with the method in which the Santa Fe operation was presented to your readership (RA May 31, p. 40). Certainly Gus Welty did an excellent job in putting the material together and your layout people are to be complimented. We appreciate your kind remarks about our company in your "Inside" column.

I am sure you are aware we have ordered reprints of the publication and will make a distribution to many of our friends over the country and also to members of our Santa Fe family.

John S. Reed
President
Santa Fe

TOFC/COFC: Service is the key

Menlo Park, Calif.

To the Editor:

In your article on TOFC/COFC in the May 31st issue you say, "—Motor carriers remain only mildly enthusiastic about the marriage of rail and road. Again, it's a salesman talking: 'We're calling on the truckers. And they're telling us that regardless of the service we can offer, we're not going to get anything but their overflow business.' "

Practically every railroad man who calls on us makes a pitch for Plan I on the basis of rates. We will tell them that if their rates were one-half of what they now are we couldn't use them on a regular basis unless and until *service* is improved.

This to set the record straight?

William G. White,
President
Consolidated Freightways

"Words-To-Railroad-By"

White Plains, N.Y.

To the Editor:

Prompted by your piece on "Words-to-Railroad-By," how about:

Caution—Nationalization May be Injurious to Your Business Health!

or

You Don't Just Rent a Car, You Rent a Country-Wide Communications System!

or

If Your Delivery Service Stinks, Fire Yours, and Hire Ours!

Frederick R. Brewster
Editor, ASEA News

"Rod and staff"

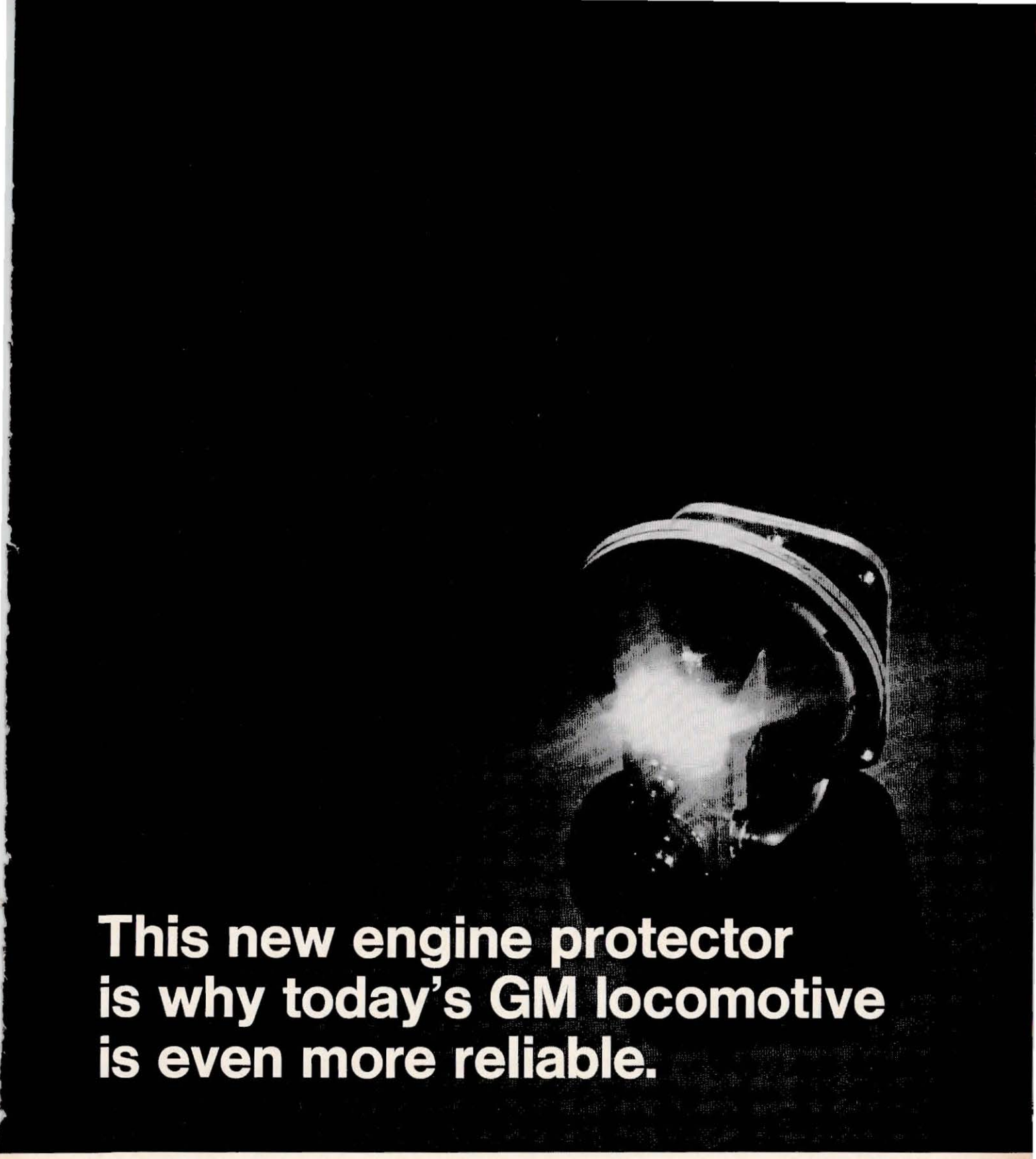
Davenport, Iowa

To the Editor:

I wish to advise that with over half a century of traffic and transportation problems behind me I have decided to retire.

I have used your magazine as a "rod and staff" to guide me over these years and I wish to express my appreciation and wish you continued success.

H. H. Kohn
Traffic Manager
Linwood Stone Products Co.



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- ☐ Covered Hopper Car (22x30 inches)
- ☐ Tank Car. I.C.C. 103-W. (23x35 inches)
- ☐ Passenger Car, Light-weight, streamlined (14x22 inches)
- ☐ Passenger Car, Air conditioned, chair (18x35 inches)

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"No-Fault" liability for worker injuries?

(*Continued from page 32*)

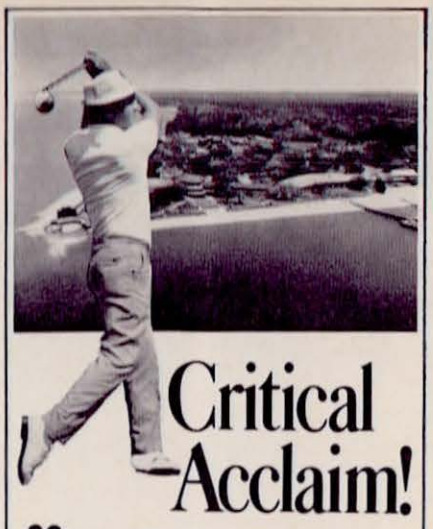
teaching a lesson to the person causing the accident. Looked at from the point of view of the railroad industry, I believe it is safe to say that if our industry is aware of an even potentially dangerous condition in our shops or yards or aboard our trains, we will correct it immediately. And a three- or four-year continuing negligence lawsuit is hardly likely to speed up our taking this corrective action."

● **No fault: It works.** Desch calls attention to the current efforts to develop a no-fault concept in auto-accident cases. And he calls particular attention to the no-fault plan, with limited liability, which applies to international air accidents. Statistics on the airline system are hard to come by—but, Desch says, "what has proved to me that it must be working is that just this past March, the nations of the world drafted and proposed for ratification a new international treaty reaffirming their earlier acceptance of absolute or no-fault liability and, at the same time, increasing the limit to $100,000."

It's in this area, he declares, that "we in the railroad industry should focus our attention. If absolute liability is appropriate for air passengers, I see no reason why it should be any less appropriate for railroad employees. Certainly it would promote prompt compensation with a minimum of parasitic costs. There are some lawyers and even judges who today say that the amount of proof required under the FELA to prove negligence has already been reduced almost to the vanishing point. If that is true, why should we spend so much time and effort, as we so often do, contesting the issues and thereby delaying recovery? Perhaps the better and more efficient way would be to accept absolute or no-fault liability on our part and, in return, obtain some limit on our payout exposure."

Desch first outlined his proposal at the recent AAR Mechanical Division meeting. Since then, reaction has not been great—which was perhaps to be expected. Changes in methods of compensating for personal injuries have been proposed before—though not in as broad a way as RI's chief executive suggests.

● **"There's merit . . . "** One lawyer who has seen the problem from both sides—as counsel for claimants and as counsel for the employer—agrees that "there's some merit in what Desch is saying." He agrees, too, that the question of who gets the money can always



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Golf Digest

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Joy Gibbons can still buy a 29¢ pad for 29¢ because a railroad man knew his paper mills.

The railroad man we're referring to does, indeed, know his paper mills. The paper business had been his career until Burlington Northern picked him to be marketing manager for the pulp and paper industry. Now he shares his knowledge and experience with our customers.

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be raised. But, he adds, "justice is expensive. Nobody says the system is perfect. It's just a lot better than anything else that has been devised."

Rail labor could be expected to line up in opposition to a change in the status quo—though one observer recalls that some time ago one of labor's leaders did look with some favor on applying a workmen's compensation plan, provided that the claimant had the option of working through either FELA or workmen's comp.

The legal fraternity could also be expected to enter a demurrer. At the same time, it was a lawyer who characterized other lawyers' arguments against no-fault as "as full of holes as Wisconsin Swiss."

● **DOT's view of no-fault.** Desch's proposal gets indirect, or philosophical, support in recent comments by Charles D. Baker, assistant secretary for policy and international affairs at DOT. Baker's subject was automobile insurance reform—and his opening premise was that "it's not the concept of automobile insurance we're questioning, but the system."

DOT's insurance study, he said, turned up these findings:

— The existing system ill serves the accident victim, the insuring public and society at large.

— It is "inefficient, grossly expensive, incomplete and slow."

— It allocates benefits poorly and very unevenly, discourages the use of rehabilitative techniques and overburdens the courts and legal system.

— "It does little if anything to minimize crash losses."

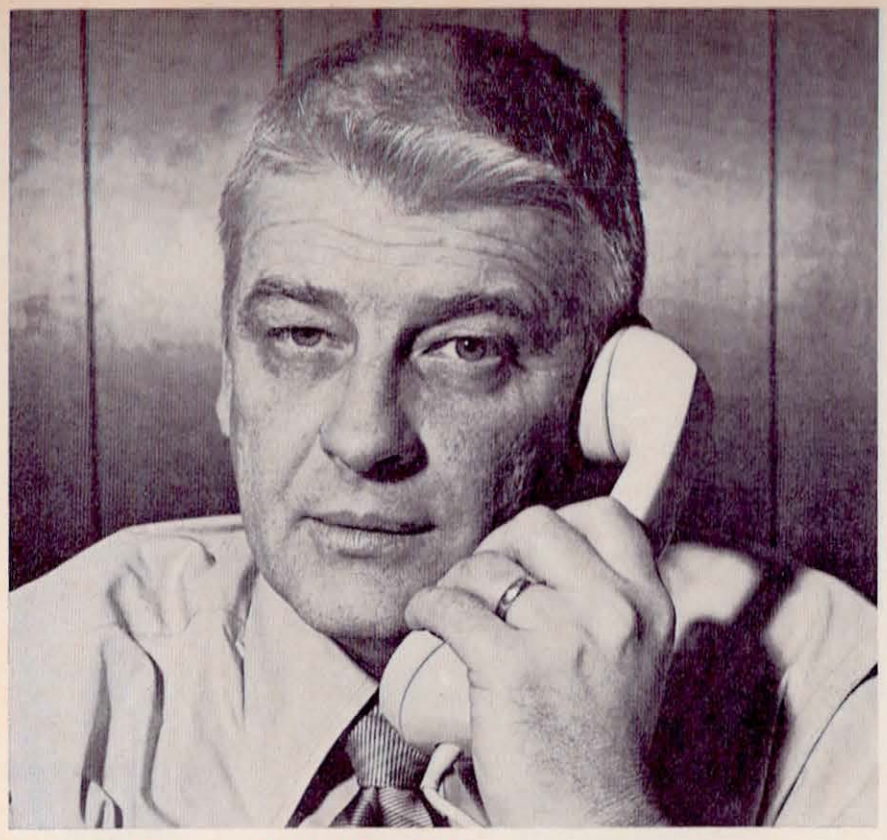
From those points, DOT developed a series of recommendations, including these:

— The states "should begin promptly to shift to a first-party, no-fault compensation system for automobile accident victims."

— This can and should be done "in such a way that we can reverse ourselves, if the actual performance of the new system doesn't meet our expectations."

— Recovery for "general" or intangible damages should be drastically limited and carefully circumscribed. (This is also a point in Desch's plan, that payments would not be automatic and that a claimant "could recover only the amount of damages he could properly prove, but in no case could he exceed the limit.")

It's impossible to say, at this point, whether no-fault stands a chance of being adopted in the railroad industry. But the starting point for consideration will probably be with the AAR law committee. And, as one observer puts it, the proposal "deserves more than a 'No.' " ■



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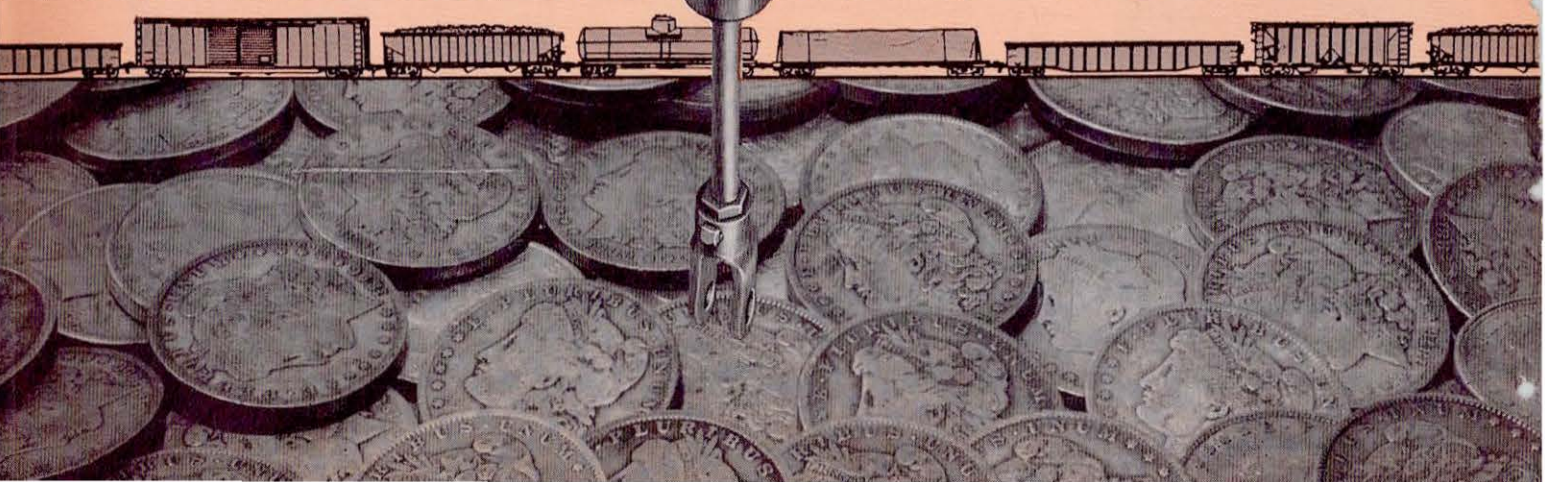


Market Outlook

CARLOADINGS

Loadings of revenue freight in the week ended July 10 totaled 394,235 cars, according to the Association of American Railroads. This was a decrease of 101,715 cars, or 20.5%, compared with the previous week, and a decrease of 60,155 cars, or 13.2%, compared with the corresponding week last year. Ton-miles generated by carloadings in the week ended July 10 are estimated at 11.3 billion, a decrease of 11.4% below the corresponding week of 1970.

REVENUE FREIGHT CARLOADINGS

Commodity	July 10 week	July 3 week
Grain	26,661	29,525
Farm products	10,181	11,326
Metallic ores	45,507	53,959
Coal	40,014	57,027
Crushed stone, gravel & sand	27,562	33,267
Nonmetallic minerals	10,858	10,781
Grain mill products	14,033	18,294
Food & kindred products	19,751	24,262
Primary forest products	18,875	22,227
Lumber & wood products (except furniture)	12,114	16,020
Pulp, paper & allied products	16,613	23,091
Chemicals & allied products	20,717	23,932
Petroleum products	7,962	8,975
Stone, clay & glass products	17,533	20,661
Coke	6,383	7,855
Metals & products	21,565	28,234
Motor vehicles & equipment	15,296	20,081
Waste & scrap materials	10,697	13,706
Forwarder & shipper assn. traffic	5,185	6,987
All other carloads	46,175	65,158
LCL traffic	553	582
Total cars loaded	394,235	495,950

CUMULATIVE TOTAL, 28 weeks	1971	1970	1969
	14,041,216	14,571,369	14,805,032
Estimated revenue ton-miles (billions) 28 weeks	405.4	410.4	406.0

PIGGYBACK LOADINGS

U.S. piggyback loadings for the week ended July 3 totaled 24,899 cars (0.5% above the corresponding week last year) and 41,313 trailers or containers (up 4.1% from 1970). Cumulative volume for the first 27 weeks of 1971 is 611,888 cars (off 6.7% from last year) and 992,562 trailers or containers (down 6.1% from 1970). In addition to freight, 2,880 cars carrying 4,385 trailers or containers of mail and express traffic were handled piggyback. Cumulative figures for the first 27 weeks of 1971 are 86,139 cars (down 6.4% from the 1970 total), and 128,206 trailers or containers (down 11.4% from 1970).

IN CANADA

9 days ending	Tons of Revenue Freight	Cumulative Totals
June 30, 1971	6,435,264	99,811,249
June 30, 1970	5,860,054	98,322,433

FREIGHT-TRAIN CARS

● *Frisco.*—Placed orders with ACF for 350 box cars valued at $6.8 million. Delivery has already begun on one order, for 100 insulated boxes. Delivery on the other order, for 250 high-cube cars, will begin in the last quarter of this year. All of the cars will have 70-ton roller bearing trucks, center-of-car cushioning devices and 50,000-pound flooring. The insulated cars will have 10-ft, 6-in. plug doors and fiberglass and styrofoam insulation. The high cube box cars will have 16-ft double plug doors.

● *Burlington Northern.*—Ordered 500 100-ton, 4,650-cu-ft-capacity Center Flow covered hopper cars from ACF at a cost of almost $8 million. These cars—an addition to BN's previously-announced 1971 equipment program—are scheduled for delivery beginning in August.

● *Chesapeake & Ohio/Baltimore & Ohio.*—Placed a $4.5-million order with ACF for 275 4,700-cu-ft-capacity Center Flow covered hopper cars. Scheduled for delivery in this year's fourth quarter, the cars will be built at Huntington, W. Va. Each car will have 100-ton roller bearing trucks, a continuous fiberglass hatch and three gravity outlets.

● *Northern Petrochemical Co.*—Will lease 350 100-ton, 5,820-cu-ft-capacity covered hopper cars from Pullman Transport Leasing Co., a subsidiary of Pullman, Inc. The cars will be used for the transportation and distribution of low-density polyethylene resin from Northern Petrochemical's new olefins plant near Joliet, Ill., which is scheduled to begin operations this fall.

● *Bad order drops.*—Class I roads on June 1, 1971, owned 1,431,051 freight cars, 2,847 fewer than on June 1, 1970, according to AAR report summarized below. Bad order ratio was 0.2% lower than last year.

	June 1, 1971	June 1, 1970	Change
Car ownership	1,431,051	1,433,898	−2,847
Waiting repair	78,682	81,578	−2,896
Repair ratio	5.5%	5.7%	−0.2%

NEW FACILITIES

● *Canadian National.*—Work is under way on a new 13.3-mile branch line to serve the new Mattabi Mine in northwestern Ontario. Under contract with CN, G.M. Fenwick Ltd. of Winnipeg, and L.W.C. & R. Construction Ltd. of Rivers, Man., are building the roadbed from mile 119.8 on the road's Graham Subdivision to the minesite near Sturgeon Lake, some 130 miles northwest of Thunder Bay. Tracklaying on the new right of way is scheduled to begin by Oct. 15.

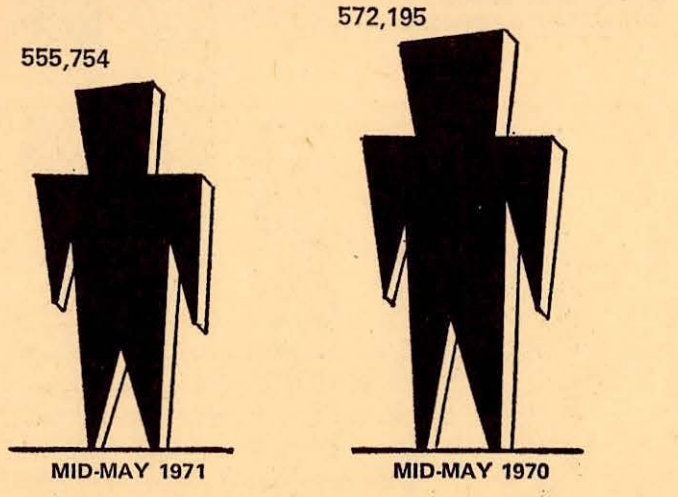
● *Southern.*—Will install microwave between Danville, Ky., and East St. Louis, Ill., 330 miles, at a cost of approximately $4 million. The project will add 21 microwave stations and 16 two-way radio communications stations to the Southern's system. Completion will bring to 4,330 the total "path miles" in the system. Work will begin in August and will be completed in approximately one year. The multi-channel, solid-state equipment for the addition will be supplied by General Electric from its Lynchburg, Va., plant.

● *Union Pacific.*—Will install a one-spot freight-car repair facility at Council Bluffs, Iowa, at a cost of almost $500,000. Included in the project will be construction of a 20-by-60-ft shop building (divided for a blacksmith shop, carpenter shop and record room), and a 74-by-220-ft repair-area canopy. The facility will be equipped with jacking systems and jib cranes. Completion of the project is scheduled for mid-November.

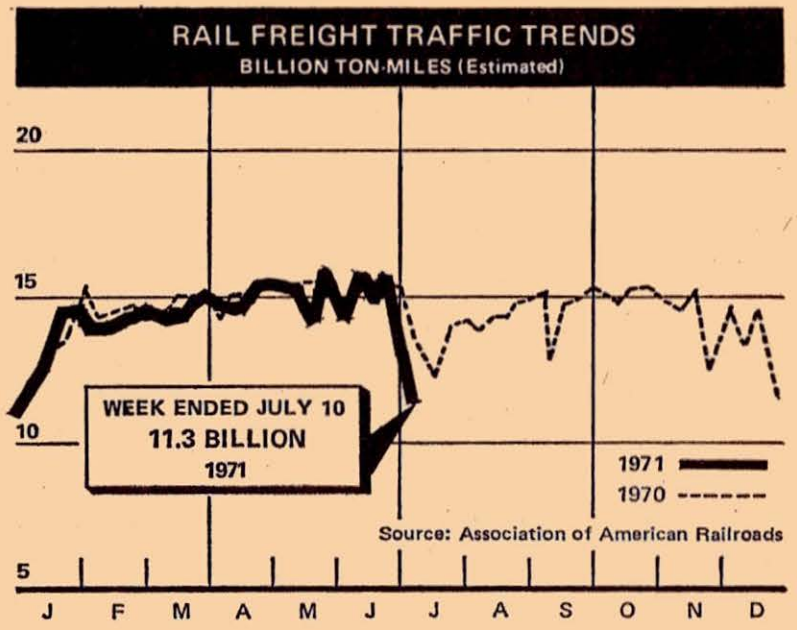
FOREIGN

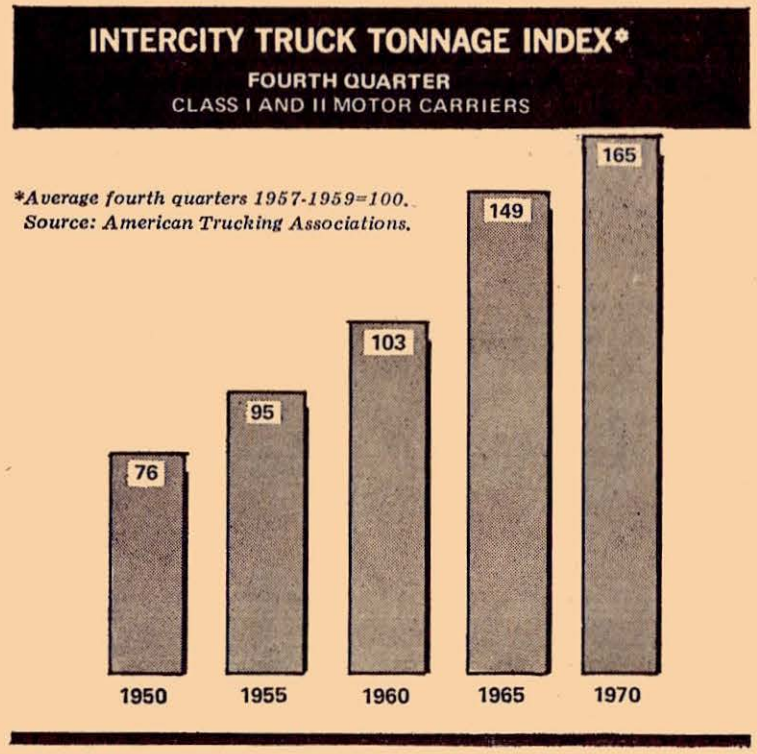
● *Japan.*—Kinki Nippon Railway has contracted for a $4-million Univac 1110 computer system to be supplied by Sperry Rand's Univac Division. It will supplement three existing Univac 418-II systems used by Kinki Nippon in its automatic reservations system.

RAILROAD EMPLOYMENT
(CLASS I LINE-HAUL RAILROADS)



Source: Bureau of Accounts, ICC.





Viewpoint

If this be servitude...

The "word-war" which the United Transportation Union has been waging against the railroads in recent weeks is vividly described by Gus Welty in his Lines on Labor column in this issue (p. 15). One of the more startling vollies fired by the UTU accuses the railroads of trying to whip their operating employees into "involuntary servitude."

Even allowing for the inflamed passions which labor/management confrontations of this magnitude invariably produce, isn't this going a bit far?

Servitude? The word is, our desk dictionary suggests, "chiefly rhetorical and imprecise in its use." Certainly it is an imprecise description of the lot of the U.S. railroad worker.

To be less rhetorical and more precise, this is how the material lot of the U.S. railroader stacks up against that of his counterparts in other countries (the figures cited are for calendar 1968, the most recent year for which comparable statistics are available):

	Salary	Social Benefits	Total
U.S. Class I railroads	$8,654	$1,217	$9,871
British Railways	$2,554	$ 193	$2,747
Canadian National	$5,645	$ 762	$6,407
Canadian Pacific	$5,749	$ 915	$6,664
French National Railways	$3,271	$2,655	$5,926
German Federal Railway	$3,216	$1,457	$4,673
Italian State Railways	$2,989	$ 699	$3,688
Japanese National Railways	$2,073	$ 522	$2,595
Netherlands Railways	$3,357	$1,581	$4,938

IS NATIONALIZATION WHAT THEY WANT?

Now, the point of all this is not merely that railroad employees in the U.S. are among the highest paid workers in the world. They know they are. They are proud of it. (And, as Gus Welty suggests, they must be mystified, at being relegated to serfdom.)

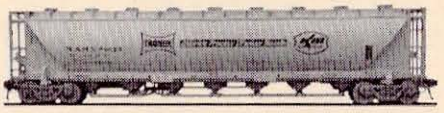
The point is that the present "railroads-be-damned" stance of the UTU, at this particular juncture, could do as much as anything else to push the railroad industry over the brink into nationalization. The industry is close to the brink already. Nationalization is no longer unthinkable. It is presently under serious consideration in Congress, which seems to be trying to reassure itself that this industry is worth saving.

If the extravagant rhetoric of the UTU is taken seriously by even a handful of Congressmen, they just might decide that government takeover is the best solution for all concerned.

Nationalization is not, we believe, the best answer. And we don't think the UTU believes it is. Because if nationalization does come, UTU's membership stands a good chance of getting a more precise definition of "servitude" than that now offered by the UTU.

We threw away the paper bags and found a way to ship TiO_2 in bulk

■ *Another example of North American Car innovations that turn demanding customers into happy working partners*



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This project is being undertaken with financial assistance furnished by the State of New York.

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Jean-Claude Lamoine

4 Dusseldorf-Rath
Eitelstrasse 32
Max F. Holsinger,
E. Hillerbrand, Herbert Haibt,
Reinhard Schomburg

Tokyo, Japan
Sun Gain Shia, Ltd.
Shiba Nikkatsu Bldg.
13, Shiba Park
Minato-Ku
C.H. Yiu, Managing Director

People in the News

Charles P. O'Rourke
LV

Thomas F. Williams
LV

Les Randall
GE

John T. Hughes
Buckeye

BANGOR & AROOSTOOK.—**Walter E. Travis,** assistant to the president, **Amoskeag Co.,** named also assistant executive vice president BAR, at Bangor, Me.

BURLINGTON NORTHERN. — John T. Pearson III named senior financial analyst.

DENVER & RIO GRANDE WESTERN.—**T. L. Hutton** named director-management information services, Denver, Colo.

EASTERN RAILROAD ASSOCIATION.—**C. L. Smith** appointed president and chief administrative officer, Eastern Railroad Association and chairman, Traffic Executive Association–Eastern Railroads, New York, succeeding **Charles S. Baxter,** retired.

LEHIGH VALLEY. — Charles Philip O'Rourke, assistant vice president–sales, **Boston & Maine,** Boston, named to the new post of vice president–traffic, LV, Bethlehem, Pa. **Thomas F. Williams,** assistant vice president–sales, appointed vice president–sales, with headquarters as before at New York. Both appointments are effective Aug. 1.

Donald M. Tutko has joined the LV as superintendent locomotive equipment, Sayre, Pa. Mr. Tutko was formerly shop manager, Harrisburg diesel shop, **Penn Central.**

LONG ISLAND.—**Joseph C. Valder,** assistant superintendent–transportation, promoted to superintendent-transportation, succeeding **Bernard G. Bower,** retired after 45 years of service.

MAINE CENTRAL—PORTLAND TERMINAL.—**Willard E. Pierce,** general manager, Portland, Me., retired after 52 years of service.

MILWAUKEE.—**Robert E. Bennett,** assistant to vice president-traffic, appointed general manager-pricing, with headquarters continuing in Chicago.

SOUTHERN FREIGHT ASSOCIATION.—**M. B. Hart,** chairman, Standing Rate Committeed, elected vice chairman, Southern Freight Association, Atlanta, Ga., succeeding **O. W. South, Jr.,** who retired June 30, after 47 years of railroad service. **John T. Rumbley,** office manager, elected member, Standing Rate Committee.

WESTERN PACIFIC.—**Wallace P. Heller** named senior cost analyst, Economics and Analysis Department, Finance Division. He was formerly manager-operations planning, **Burlington Northern.**

John K. Kelly named director of public relations. He was formerly manager of the San Francisco office of **Crosby M. Kelly Associates.**

SUPPLY TRADE

Les Randall has been appointed Northeastern district manager, Transportation Industries Sales Department, **General Electric Co.,** Erie, Pa. He formerly held a sales engineering position in the Department's New York office, with responsibility for service to the transit industry.

John T. Hughes has joined **Buckeye International, Inc.,** as president and general manager, **Buckeye Steel Castings Division,** Columbus, Ohio, succeeding the late **E. E. Stookey.**

Richard M. Boyd, president, **North American Car Corp.,** has been elected to the newly created position of vice chairman, and **Thomas F. Grojean** has been elected president and chief executive officer, both effective Aug. 1. Mr. Grojean is vice president of finance and a director, **The Flying Tiger Corp.,** parent of North American Car. **E. C. R. Lasher,** chairman of North American Car, will retire in September, at which time **Wayne M. Hoffman,** chairman of Flying Tiger, will also assume that post.

C. T. Stansfield, chairman of the board, **Ellcon-National, Inc.,** Totowa, N.J., has retired after 48 years of service with that company, but will continue as a consultant.

The New York sales offices of **Pullman-Standard, Trailmobile** and **Pullman Transport Leasing Co.** have been moved to 280 Park Avenue, New York 10017. The offices formerly were located at 711 Third Avenue.

The **Walton R. Collins Co., Incorporated,** 121 Coulter Avenue, Ardmore, Pa., 19003, has been appointed sales agent for all east coast railroad accounts for **Simplex Wire & Cable Co.**

INDUSTRIAL TRAFFIC

The firm of **Denenholz & Moroney, Inc.,** New York, which specializes in freight rate and distribution studies, was changed to **Denenholz & Janer, Inc.,** on July 1. **Maurice R. Moroney** has retired but will continue to serve as a director and special consultant. **Raphael J. Janer,** who joined the firm in February 1970, has assumed additional responsibilities.

M. Donald Nunn has been appointed materials transportation manager, **Swift Agricultural Chemicals Corp.** He was formerly producer relations coordinator, **Minerals Division.**

J. Walter Broad, assistant general traffic manager, **Cominco Ltd.,** Vancouver, B. C., has been appointed general traffic manager, succeeding **B. R. Love,** retired after 25 years of service. **Jack M. Waterhouse,** assistant to general traffic manager, promoted to assistant general traffic manager.

The Traffic Department of **Ebasco Servics Incorporated** moved to the 9th Floor, 21 West Street, New York, 10006, on June 21. The department was formerly at 2 Rector Street.

Bernard R. Radtke has been appointed traffic manager, **Hills Supermarkets,** Brentwood, N. Y., **Raymond G. Lucas** has been appointed traffic supervisor.

Robert E. Kinney, general traffic manager, **Vita Food Products, Inc.,** has been appointed corporate distribution manager, New York.

Jim L. Collins, manager of traffic, **Chemplex Co.,** Rolling Meadows, Ill., has been promoted to manager of traffic, distribution and sales service.

R. C. Ballard Trigg, manager–transportation, **Texas Gulf Sulphur Co.,** Houston, has been named assistant general manager, Transportation and Distribution Department.

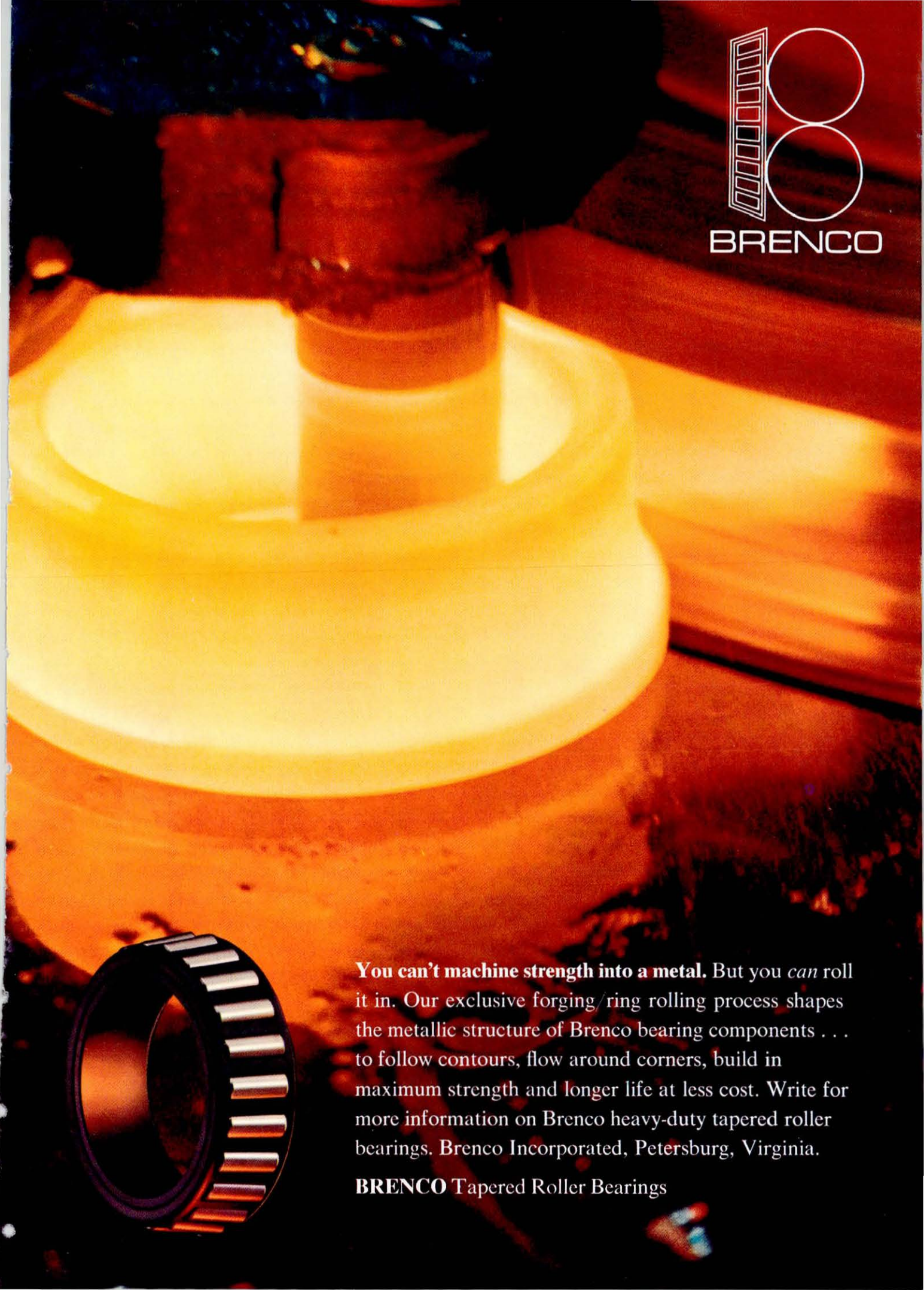
OBITUARY

John J. Fiala, 53, a partner in **Hardesty & Hanover,** consulting engineers, died June 25 in Franklin General Hospital, Valley Stream, N.Y. Mr. Fiala was a specialist in movable bridges for rail and highway traffic and was chairman, **American Railway Engineering Association** subcommittee on movable bridges at the time of his death.

William G. Marbury, 57, chairman of the board, **Missouri Pacific** and president, **Mississippi River Corp.,** died July 11 in Festus, Mo.

Thomas H. Ramsey, Jr., 66, who retired in July 1970 as senior vice president–traffic, **Reading,** died July 4 at Glenside, Pa.

Donald Thomsen, 56, superintendent of police, **Reading Co.,** Philadelphia, died July 14.



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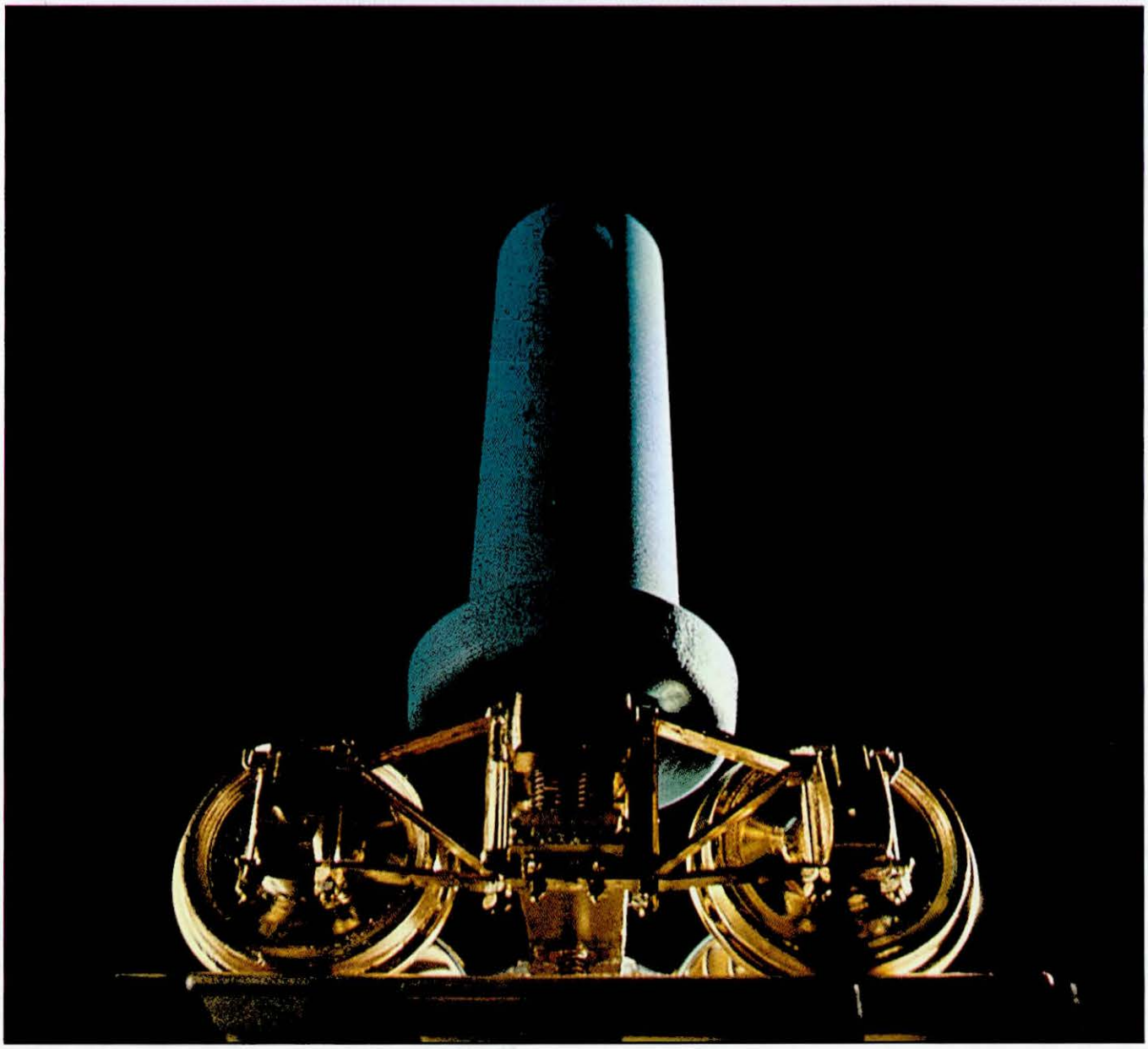

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